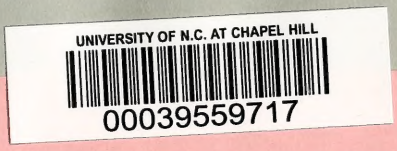
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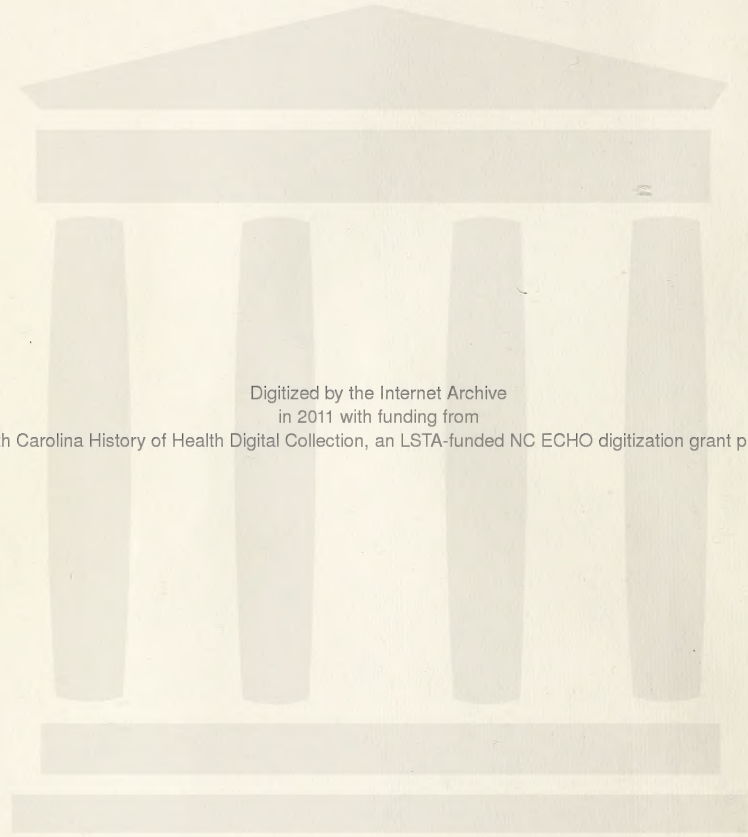


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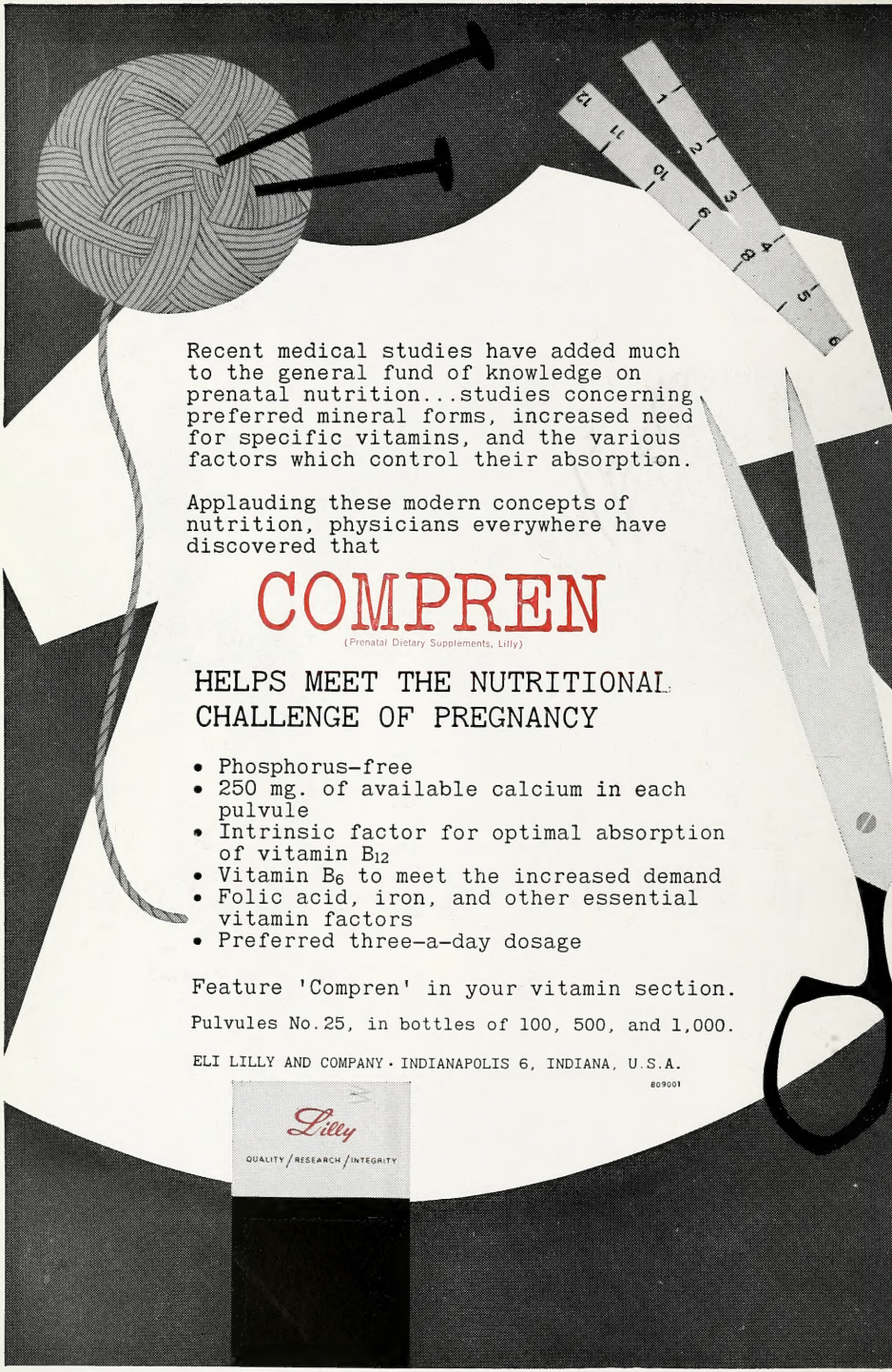
JOURNAL OF PHARMACY

XXXIX JANUARY, 1958 Number 1

VC

U. N. C.
South Room
BALCONY

JAN 25 1958



Recent medical studies have added much to the general fund of knowledge on prenatal nutrition...studies concerning preferred mineral forms, increased need for specific vitamins, and the various factors which control their absorption.

Applauding these modern concepts of nutrition, physicians everywhere have discovered that

COMPREN

(Prenatal Dietary Supplements, Lilly)

HELPS MEET THE NUTRITIONAL CHALLENGE OF PREGNANCY

- Phosphorus-free
- 250 mg. of available calcium in each pulvule
- Intrinsic factor for optimal absorption of vitamin B_{12}
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- Folic acid, iron, and other essential vitamin factors
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Feature 'Compren' in your vitamin section.

Pulvules No. 25, in bottles of 100, 500, and 1,000.

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QUALITY / RESEARCH / INTEGRITY



this is Johnny

this is Mr. Tompkins

both profit from

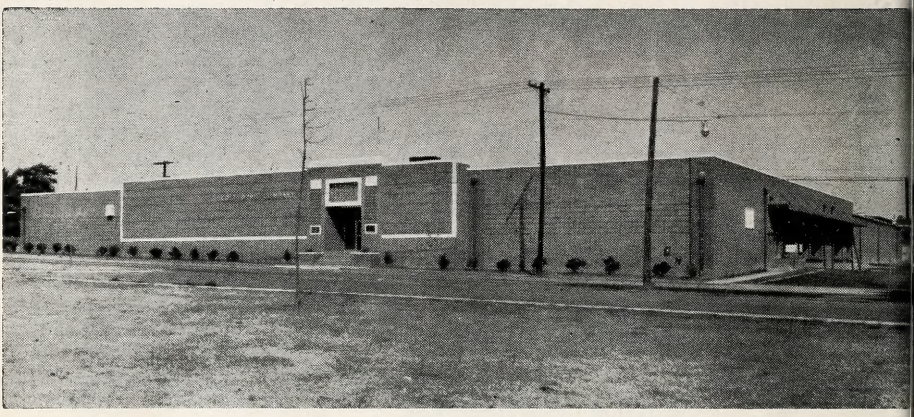
ABDOL® WITH MINERALS FOR CHILDREN

Johnny seems sound as a bell since his doctor started him on ABDOL WITH MINERALS FOR CHILDREN—easy-to-swallow capsules that supply 20 important vitamins and minerals. And... that sound *of* a bell is Mr. Tompkins ringing up another sale of this profitable nutritional aid. Include ABDOL WITH MINERALS FOR CHILDREN in your next vitamin order. Available in bottles of 100 capsules.

PARKE, DAVIS & COMPANY · DETROIT 32, MICHIGAN

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The House of Friendly Service



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Scott Drug Company

Service Wholesalers Since 1891

WHAT'S THE BIG NEWS?

Nunnally's

THE CANDY OF THE SOUTH

BOX BOUNTIFUL and GOLD BOX

have the sales answer for

EVERYDAY GIFT OCCASIONS



vailable on both 1 & 2 lb. sizes at no
ncrease in cost

hese new and colorful gift cards make
unnally's two leading sellers custom
ft boxes with a special message. They
ll all year 'round for all occasions.

Both packages have new, beautiful GIFT CARDS that say:

- **CONGRATULATIONS**
- **THANK YOU**
- **GIFT BOX**
- **HAPPY BIRTHDAY**

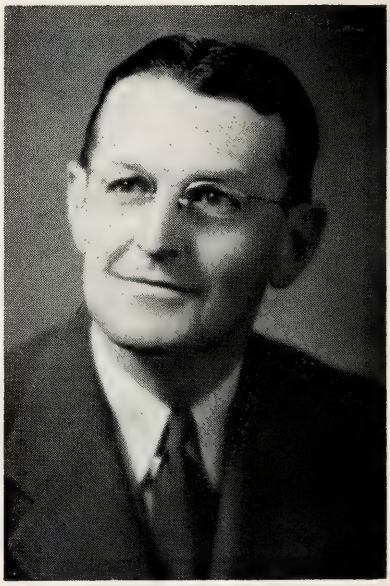
ee R. L. Blanton, your Nunnally represen-
tive, for full details about the SPECIAL
RE-PACKED COUNTER MERCHAN-
ISER.

Nunnally's

THE CANDY OF THE SOUTH

JUSTICE DRUG COMPANY
SALESMAN OF THE YEAR 1957

For the third consecutive year Justice Drug Company salutes Owen Carr Trogdon for outstanding achievement in sales in the Justice Drug Company Gifts Galore Promotion. This selection is made on the basis of Gift Show work, Holiday Showroom work, Customer Relations, House Cooperation, General Salesmanship, etc. Many thanks to his loyal customers for making this recognition possible.



Owen Carr Trogdon

JUSTICE DRUG COMPANY

Greensboro, N. C.

Dependable Service Since 1898

The Carolina
JOURNAL OF PHARMACY

January, 1958
VOL. XXXIX No. 1

★

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Qualified Except for Being Registered

By H. C. MCALLISTER

At virtually every meeting of the Board of Pharmacy some pharmacy owner and pharmacist is cited to appear before the Board to show cause why they should not be prosecuted for causing or permitting some unlicensed clerk to fill prescriptions in the absence of or not under the immediate supervision of the pharmacist. The excuses given for the course of conduct are invariably the same—"Joe here is the best unregistered man I've ever seen. He is always studying and keeps up with the new things coming out as well or better than I do. We operate a high type store and we have the public interest at heart, and for this reason we wouldn't let him do this if we didn't think he was qualified. We've been trying to get a registered man. We've advertised in all of the papers and the only answers we get are from drunks, addicts, or floaters. I know this sort of thing is not exactly right. We don't want to do anything to hurt pharmacy, but we must take care of our customers."

BUT. Invariably there's always the "but." Recently, after one rather lengthy session of the Board during which the pharmacist appearing extolled in great detail the various things he did in his store to elevate the practice of pharmacy and protect the public, one member remarked after the meeting, "I believe I'd have been convinced if he hadn't said 'but' after each point he made." For pharmacists to defend in this manner the illegal and unethical practice of allowing persons who are not legally qualified to fill prescriptions is inexcusable. It indicates that they are either totally ignorant of the legal philosophy underlying the restriction of the practice of pharmacy to legally qualified pharmacists, or they are morally corrupt to the

(Continued on page 38)

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.

W. A. Ward Sells Pharmacy to Son

Effective January 1st, Wilbur S. Ward of Hickory became the owner-operator of Ward's Drug Store, Swannanoa.

Ward's Drug Store was established thirty-two years ago by W. A. Ward, who has operated the business continuously since that time. In late 1957, Mr. Ward decided to sell his pharmacy at the end of the year to his son, Wilbur, a pharmacist since 1951.

At the time of the sale, Wilbur was employed by the Ninth Avenue Pharmacy of Hickory. In late December, he sold his home and moved his family to Swannanoa.

While Mr. W. A. has made no formal announcement, it is our understanding he will devote more time to rental property he has at Myrtle Beach plus doing some occasional work for his son in Swannanoa. And, with responsibility somewhat lessened, we are confident he will be a more frequent visitor to Lake James than has been the case in the past; that is if Mrs. Ward does not find too many unfinished jobs around "Cherry Hill" to occupy W. A.'s time.

A son of one of the former owners of Ninth Avenue Pharmacy has come in as a replacement for Wilbur—W. R. McDonald III of Charlotte.

24% Return on Money

It pays to take that discount—2% a month for 12 months equals 24%.

You will be justified in borrowing from the bank occasionally in order to discount your bills. $5,000 at 6% will cost you $300 in a year; by discounting monthly purchase of this amount, your net can be increased by at least $900 ($1,200 less $300 interest).

But, if your regularly discount your bills, you won't need outside help as you will have the cash on hand to take advantage of this net-increasing device.

Foreign Licenses

Graduate of a school of pharmacy of a foreign country desires registration in North Carolina; requests information pertaining to same.

1. There is no reciprocity existing between the United States and foreign countries.

2. Applicant should first write the U. S Office of Education, Washington, D. C., and ascertain if the pharmacy school in question is on par with the recognized, accedited schools of pharmacy of this country; and if so, to get a statement to this effect.

3. File statement with the Board of Pharmacy, at same time requesting application (February or June examinations).

4. The 12-month practical experience requirement has to be approved by the Board.

Wanted: Label Stretcher

The directions indicated below were lifted from a prescription. The pharmacist involved says he is in the market for a "label stretcher":

"Take one tablet with water at 4 A.M., 9 A.M. and 4 P.M. for 2 days. Then drop it down to 2 tablets a day—½ tablet at 4 A.M., ½ tablet after breakfast, ½ tablet after lunch, ½ tablet at 4 P.M. for 2 days. Then drop it down to 1½ tablets a day—½ tablet at 4 A.M., ½ tablet at 9 A.M. & ½ at 4 P.M. for two days."

Man of the Year

Banks Kerr has been named "Man of the Year" by the Raleigh Civitan Club.

Active in local affairs, Mr. Kerr is interested in the operation of three pharmacies —Kerr Drugs and the Village Pharmacy of Raleigh and Kerr Drugs of Goldsboro.

Join Lederle

Frank J. Koonts and Preston O. Ragan recently joined Lederle Laboritories Division, American Cyanamid Company, as sales representatives of the Company.

Koonts will be stationed in Greenville. He is a native of Lexington and received his AB degree from Duke University.

Ragan, a native of Goldsboro, is a graduate (B. S. in Science) from East Carolina College, Greenville, and will have headquarters in Durham.

This Month's Cover

A corner of Howell Hall, home of UNC's School of Pharmacy since 1925.

Erected in 1904 for the Department of Chemistry, the building will house the School of Journalism when Pharmacy moves into its new building, now in the planning stage.

low To

ncrease Your Rx Volume

10 TESTED METHODS

By LESLIE N. FITZGERALD

1. Detail your prescribing doctors —see each and every one of them at ast three times each year. And, on ach visit leave with them some kind f advertising specialty to remember ou by. One time around it might be properly inscribed letter opener, nother time a white, plastic-coated to make it splinter-proof) yardstick, ith your message imprinted on it. Vhy a yardstick? You would be surrised at the number of doctors who ppreciate a yardstick when it comes measuring babies.

A check of the pages in your local lassified Telephone Directory under Advertising Specialties'' will proide you with ample numbers of deal- rs who have a remarkable wide range f such give-away items to offer you. hey will be glad to assist you in not nly making the right kind of choice, ut also in working up your selling essage to be inscribed on such items.

2. Leave a gift for the doctor's of- ce girl—you would be surprised at he number of times the busy doctor eaves it up to his ''gal Friday'' to all in the prescription. Help make possible for her to call your store— resent her with a lipstick case, a osmetic bag, or a small bottle of oilet water—something to remember ou by.



3. Offer your prescribing pediatricians a special ''palatable medication'' service—serving the pediatric trade is BIG business these days—five and one half million new babies are being born each year at the current rate. And, some of these little tykes just don't appreciate the manufacturer's choice of flavors, particularly when it comes to antibiotics.

Work out a system in your prescription department whereby you offer a selection of flavors to be added to these medications. One pharmacist we know offers a range of ten flavors, including root beer, current, grape, chocolate and strawberry. This means his prescribing pediatricians can ask the child what flavor he wants in advance of calling in the prescription. With not too much planning, such a set-up can be organized in your department—when it is, be sure and pass the good word along to your doctors.

4. Establish your own mailing list —check with your telephone company for their City Directory Service—a directory that lists addresses by street and number and name of occupant. Then take a map of your city, draw

(Continued on page 8)

a circle around the area you consider as being your bailiwick, and have a direct mail service make a set of addressograph plates on all of the residences listed within that circle.

Lists of change are issued at six-month intervals, providing you with a constantly accurate mailing list. Then set out to develop a mailing program, sending out something at no less than six-week intervals.

5. Send colored picture postcards of your store to this list—the same direct mail service that makes your addressograph plates will do the addressing for you. Sample copy on the reverse side of the card might read, "Greetings: We hope that, when in need of our services, we will be given the opportunity of supplying your needs. Your store's title, address, telephone number, and your name as owner. Fast-Free Pick-Up and Delivery—Have your Doctor call us."

6. Send "Poison Counterdose Charts" to the same list—One pharmacist we know spotted this originally in *The American Druggist*—wrote for and received permisson to reprint. Captioned, "Counterdoses for the Home—Don't Throw This Away, It Could Save a LIFE," it is about six inches wide and eight inches high, printed in red and with a gummed back to be pasted in the householder's medicine chest. Imprinted with the pharmacist's label, it is a constant reminder of his location and services. He also has the great satisfaction of knowing that it has saved a number of lives.

7. Go after the newcomers in your shopping area—In the larger cities, particularly, you will find in operation an agency specializing in acquainting newcomers with the prod ucts of national and local manufac turers, plus the services of a wid variety of retailers. In some cities i is called "Welcome Wagon"—i others, "Newcomers' Service,"—i still others "Hostess Company."

At any rate, check your Classifie Telephone Directory under the titl of "Newcomers' Welcoming Service." Most of these agencies are geared t work at the neighborhood shoppin center level, with little or no waste circulation to you.

8. Have this newcomer welcomin service present each householder vis ited with either a copy of the Poiso Counterdose Chart, or a personal tel phone index you can arrange to hav printed up for you—a booklet wit pages for names, addresses and tele phone numbers. On the front an back covers have imprinted your stor name, address and telephone numbe together with a message or two out lining the services of your prescrip tion department.

9. Go after the new mothers in you shopping area—again, in many of ou larger cities, there is an agency op erating in manner similar to that o the newcomer welcoming service, bu visiting all of the brand new mother in the area. They, too, operate o the local level, and are logically you best means of reaching this big, im portant segment of potential volum for your prescription department.

10. Have this service deliver you personal "Congratulations on th New Arrival"—a greeting card whic might say inside, "Best wishes t Baby Just bet Baby's birth ha made your whole household the glad dest on earth!" And, be sure an

gn each card with your personal signature—it means so much more to the cipient. Particularly to back up ur offer imprinted on the back of e greeting—"If you will bring this rd into us at your convenience, we all be happy to present you with a ft—a baby fever thermometer—as a ken of our congratulations and good shes," finishing with your store me, address and telephone number. You may ask, will mothers take adntage of this kind of offer? The harmacist we know who employs this romotion tells us his returns average constant eighty percent—what tter way to bring that percentage of w mothers into your store?

With all of your biologicals, pharaceuticals, sickroom supplies, complete baby needs, diabetic supplies, etc., your prescription department is a mighty important factor in guarding the health of every individual residing in your shopping area. Reach out beyond the business you are now getting, put your prescription department before all of the potential customers within driving distance of your store.

If you haven't been actively promoting your department, why not choose anyone or several of these tried and tested methods of increasing your Rx department volume—or, combine all of the suggestions listed here into one big merchandising program. Either way, how can you lose?

—Reprinted

The Rocky Mountain Druggist

Lilly
PRESTIGE PRESCRIPTION PRODUCTS

Another top product of pharmaceutical research is



DARVON
(Dextro Propoxyphene Hydrochloride, Lilly)

New Rx drugs are vital to today's ever-improving medical care. Most of them are the result of extensive, highly complex research. 'Darvon,' the new non-narcotic analgesic, is a good example.

In addition to several years of exhaustive study and development, 'Darvon' has had an intensive clinical trial for more than five years. It has rapidly achieved top prescription demand. To be sure that you maintain an adequate supply, have our salesman check your stock regularly. Your orders are invited.

WE ARE A Lilly DISTRIBUTOR

THE PEABODY DRUG COMPANY
DURHAM, NORTH CAROLINA





he's heard the call for . . .

VI-DAYLIN®

America's youngsters consume more VI-DAYLIN every day than any other liquid multivitamin made! Why? Lemon candy flavor! New supply? In 3-fl. oz., 8-fl. oz. and economical pint bottles.

Abbott



Each 5-cc. teaspoonful of VI-DAYLIN contains:

Vitamin A.	3000 U.S.P. Units (0.9 mg.)
Vitamin D..	800 U.S.P. Units (20 mcg.)
Thiamine Hydrochloride....	1.5 mg.
Riboflavin.....	1.2 mg.
Pyridoxine Hydrochloride....	0.5 mg.
Ascorbic Acid.....	40 mg.
Vitamin B_{12}.....	3 mcg.
Nicotinamide.....	10 mg.

and for infants... **VI-DAYLIN DROPS**

602113

Parke, Davis Promotes Johnson

A graduate in Pharmacy of the UNC chool of Pharmacy—G. F. Johnson—has een appointed Atlanta Branch Manager of arke, Davis & Company, effective January 1958.

Mr. Johnson succeeds N. L. Yarbrough, ho has assumed new responsibilities with arke, Davis as Manager of the firm's nited States Sales Operations. His headuarters will be in Detroit.

Mr. Johnson (Freddie to his friends) ft retail pharmacy in Wadesboro for a osition with Parke, Davis. After several ears—mostly in Washington—he was transrred to Atlanta, where he has helped to uild the Atlanta Branch into PD's top les branch in the U. S. The Atlanta ranch took top sales honors in 1956 and gain in 1957.

The Original (1810) Tranquillizer

"To obviate these evils of the "straight aistcoat" and at the same time to obtain l the benefits of coercion, I requested, by rmission of the Sitting Managers of the ospital, an ingenious cabinet-maker in is city to make for the benefit of the mania patients a strong armchair with several ppropriate peculiarities (various restrain- g devices for head, feet, arms and body th bucket under seat) as noticed in the awing which I have herewith sent you for ur museum. From its design and effects I ve called it a TRANQUILLIZER."

—Benjamin Rush

Forgotten Costs

A reminder that many "forgotten costs" e not taken into account in figuring prepription prices. For instance, take the stage stamp.

For the three cents you pay for a postage amp, you get the services of 19 different stal employees. Services begin with the an who takes the letter out of the mail x into which you dropped it. It ends with e carrier who delivers it to the addressee. id the cost of each three cent stamp runs to 3.45 cents to the postal department.

Raleigh Christmas Party

Reported by MRS. W. W. JORDAN

The Raleigh Woman's Drug Club, The Raleigh Drug Traveler's Club and the Pharmacist's Society of Wake County were joint hosts at a Christmas Party, held in Raleigh at The Carolina Hotel on December 7.

A social hour was enjoyed, compliments of W. H. King Drug Company, after which a delicious turkey dinner was served. Dancing to the music of Lamar Roberts and his orchestra was enjoyed by all.

Pinch-Hitter for Northeastern Club

John Wilkinson, pinch-hitting for snowbound (in Washington, D. C.) Edmund Harding, was guest speaker at the December meeting of the Northeastern Carolina Drug Club.

Held in Washington, the annual "Ladies Night" meeting was attended by about 70 pharmacists and their wives.

John T. Stevenson of Elizabeth City presided over the meeting. J. C. Hood of Kinston gave the invocation; the address of welcome was by John Mitchener of Edenton.



23rd Vitamin success story



CENTENNIAL 1858 1958 SQUIBB

SQUIBB *beginning our second century of service to pharmacy and medicine*

Vitamin business home to stay

in Asheville, North Carolina

"We firmly believe our vitamin business is home to stay, for sales have been climbing steadily ever since we began to fight back!

"Our sales staff is well trained so that they can talk vitamins intelligently . . . we carry the products of well-known, dependable pharmaceutical houses . . . we, and our customers, know the importance of doing so.

"The genuine interest given our mass displays last year delighted us. In addition, we now mail Squibb's 'Hidden Hunger' brochure to all our customers. This tie-in step has doubled the effectiveness of our displays.

"To pin down the problem more completely, we have also started to use local advertising. All told, we think we've proved that a Fight Back program *can* bring the vitamin business home to stay."

W. Moss Salley

W. MOSS SALLEY

Moss Salley, Jr.

MOSS SALLEY, JR.
Salley's Pharmacy



Manufactured exclusively
in North Carolina
Since 1910

B. C. Remedy Co. DURHAM, NORTH CAROLINA



ear Sir:

While reviewing several drugstore pub-ations, I had an opportunity to read the rticle by Mr. James Casteel in the August 956 issue of the CAROLINA JOURNAL OF HARMACY entitled "How to Sell Greeting ards."

If at all possible, we would like to secure 400 copies of this issue for distribution to our sales organization. We consider this written presentation one of the finest articles that has appeared in trade publications.

If this particular issue is not available in the quantity we need, we would like to secure approval of the North Carolina Pharmaceutical Association to photograph and make copies to distribute to our salesmen.

J. Craig Rudolph
Sales and Merchandising
Hallmark Cards Incorporated
Kansas City 41, Missouri

Note: On request, copies of this particular Journal will be mailed to NCPA members without cost; 25c to non-members.



"MISS AMERICA" smiles so prettily because (as the sign says) these Tar Heel Pharmacists "Say It So Well." Left to right J,. C. Jackson, T. J. Ham, Jr., Miss America, George and Marion Edmonds.



nebs

Norwich® *Another Fine Norwich Product*

NEW NORWICH PAIN RELIEVER BACKED BY $1,000,000 AD CAMPAIGN!

Continuous advertising in **LIFE** *and Sunday Supplements will spread the powerful story of* nebs. *Nebs' advertising plans can make your* **$$** *picture look really good! Bottle of* **30**, *Pack* **12s** *Retail* **69¢**, *Cost* **41¢***...**40% Profit!** *Display and sell* nebs *right out of the handy dozen display shipper.*

***Direct Buy, Maximum Discount**

NEBS IS THE SHORTEST DISTANCE BETWEEN YOU AND PAIN RELIEF BECAUSE NEBS IS CHEMICALLY READY TO GO TO WORK INSTANTLY!

©1957, The Norwich Pharmacal Co.

What You Should Know about Common Stocks

America is swarming with capitalists. ilkmen, housewives, business executives, by sitters, pharmacists, engineers, beer- sters, salesmen, factory workers and ion farmers are just a few of the hundreds occupational categories represented by ose who've purchased common stocks in cent years.

Well over 8.5 million Americans own curities today. Their number is 33% eater than it was five years ago—and owing on an average of about 500,000 ery year. Even among those who don't vn securities, interest in stocks is at an un- ecedented high.

Why?

Although stock prices move down as well up, over the years sound stock invest- ents have had a way of helping people ho want to increase their income, add to eir capital, or invest for their retirement. addition, stocks also have tended to beat e inflationary spiral by more than keeping with the cost-of-living.

But just what are stocks? What are the wards—and risks—of owning securities, d how can middle-income families in- st in shares of American business?

Here are some fundamentals:

To begin with, a share of stock is a cer- ficate of ownership in a particular cor- oration. If the Ajax Corporation has 500,000 shares of stock "outstanding" owned by stockholders), and if you own of those shares, well, then, you own that fraction of the company.

If Ajax happens to earn, say, a $9 million dollar profit this year, the board of directors —a kind of congress elected by the stock- holders—may decide to invest five million of it in new plans for future expansion and distribute the other four million as a "divi- dend." This amounts to a distribution of profits among stockholders of $2.67 a share. Your 50 shares would bring you a $136.17 dividend.

How much is a share of stock worth? This depends on many things. It depends on how much a company is worth, the value of its plants, equipment and such, and on how much the company earns.

If Ajax is exceptionally well managed and pays a better-than-average dividend, the price may go higher than what the com- pany's actual physical assets are worth. That's because the price reflects what people hope and expect in the future. If the com- pany is poorly managed and makes very little money, each of the 1,500,000 shares may be worth less than company assets might indicate.

Even so, about nine out of ten of the common stocks listed on the New York Stock Exchange at the end of 1956 paid cash dividends during the year. Some 535 have paid a cash dividend in each year for 20 years or more, while 50 haven't missed at least one cash dividend every year since 1900.

(Continued on next page)

SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

A Young and Growing Service Wholesale House, Owned and Operated by Registered Pharmacists

We Appreciate Your Business

STOCKS

Apart from dividends, stock values have also generally gone up in periods of prosperity. Let's say, for example, that you had $1,000 in the bank in 1939. Today you'd need $2,037 to buy as much as your $1,000 bought then. Quite plainly, prices have increased. But on the average, $1,000 worth of stock in 1939 is today worth $3,263.

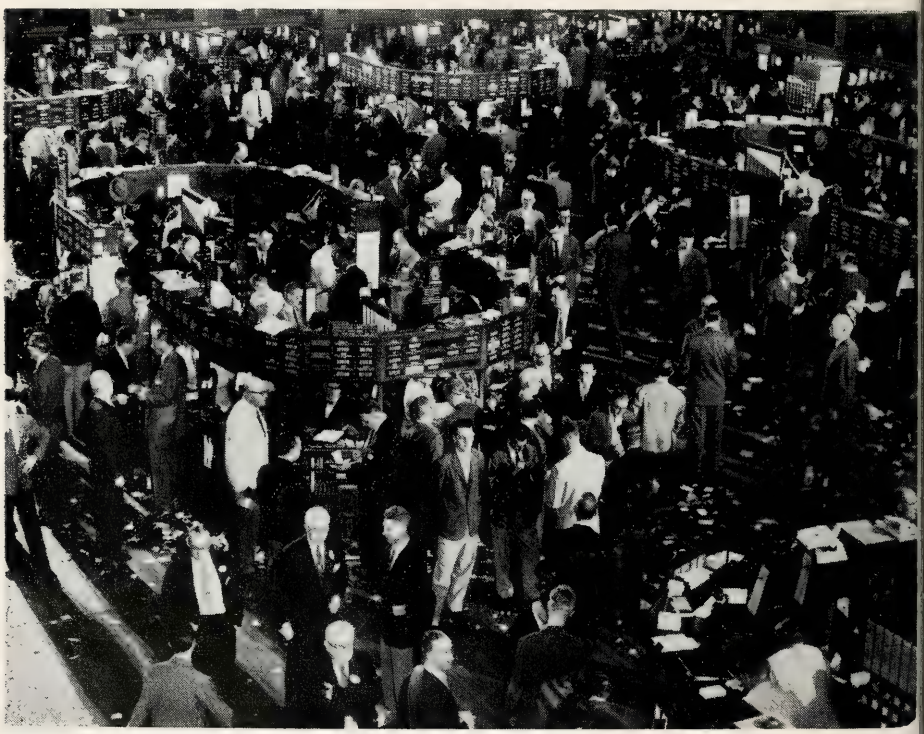
On the other hand, of course, you may be better off having cash in the bank than stocks if prices decline. That's because cash becomes increasingly valuable at such times. You can buy more with it. Equities after all, may go down in price right along with the decline in the price of things you buy every day.

It becomes clear then, that generally speaking, if your savings are somehow balanced between stock ownership and cash savings and corporate or government bonds, the fall in the value of one is likely to b neutralized by a rise in the value of th other. This is known as "hedging"—pro tecting yourself against major fluctuatio in the purchasing power of your savings.

So—how many dollars do you need to be come a shareowning capitalist? Ten thou sand? One thousand? Five hundred?

Hardly. The fact is that two-thirds o America's 8,630,000 share-owners have house hold incomes of less than $7,500 a yea One of the most exciting new forces bring ing people into the old market place is th emergence of the Monthly Investment Plan This Plan is a means of including commo stock investments in the family budget just like rent, food and electricity, withou tying yourself to a long term contract.

The Monthly Investment Plan—calle MIP for short—is a way to accumulat dividend-producing shares of stock on



THEY'RE TRADING SHARES OF CAPITALISM. Big as a football field, five stories high, the bustling floor of the New York Stock Exchange is the nation's market place. Here member brokers buy and sell shares of America's great businesses for investors all over the Country.

regular, planned basis. You start by deciding on a Member Broker of the New York Stock Exchange in your area. Stockbrokers are in the business of buying and selling stocks for the clients they work for.

Let's say that Mr. Smith decides, after talking it over with his wife and considering family finances, to invest $40 a month in common stock for an indefinite period. He could have decided to invest as little at $40 monthly, or even quarterly, or as much as $1,000 a month. Like most thoughtful investors, he is well aware of the fact that stock values can go down as well as up—and he has a steady income, along with some cash savings and other protection for family emergencies.

With the facts and experienced advice offered by the broker, Mr. Smith decides on the particular company in which he's going to invest. It might be a big cannery, or a telephone or auto company or a chemical firm. He and his broker decide, according to his investment goals.

As it happens, the price of the stock is $30 when Smith invests his first $40, and so his investment buys one full share and one-third of a second share. A month later, Smith's $40 may buy more or less shares, depending on the market price at the time of his investment. In any case, he has purchased additional shares, and his rights of ownership are basically no different from those of the investor who owns 100 or 1,000 shares. He is a part owner of the company.

After a while—usually four times a year—the board of directors of Smith's corporation may declare a divended if earnings are sufficient. Smith may pocket and spend the money, bank it, or automatically have it added to the $40 he invests each month. He simply tells the broker in advance what to do.

If the price of his stock goes up in the months ahead, Smith's $40 will buy fewer shares but his holdings will be worth more. If the price declines, his holdings will be worth less but he'll be able to buy more shares with each $40. Any time he feels like it, Smith may sell his shares or increase in monthly investment or switch to buying the stocks of another company.

No matter which amount he originally invests, Smith is free to increase it, decrease it, or stop altogether without any penalty. And he pays only the standard brokers' commission, which is among the lowest for the transfer of any kind of property.

Already the shape of an impressive growth in share ownership shows through the Monthly Investment Plan figures. In less than three years nearly a million and a half shares of American business—$57 million worth—have been purchased by investors everywhere. What's more, new MIP plans are being started at a rate of about 150 every day.

One thing is certain: Over the long period Smith and other MIPsters are *sharing* in the growth of America. And despite its ups and downs, stock values historically have tended to go up, generally along the same lines as the national economy.

The individual who invests in the nation's corporate wealth out of his income through the Monthly Investment Plan has a fine chance of being a happier investor. Of if his investments fare well and pay regular dividends, at least he should be.

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The Pharmaceutical Extension Program

By CARL T. BAUGUESS, JR.

With plans underway to provide post graduate courses, refresher courses, and other services, North Carolina Pharmacists can expect greater assistance from the School of Pharmacy. Pharmaceutical Extension Service is available through the School of Pharmacy and will work cooperatively with the N.C.P.A. and Board of Pharmacy in planning useful and effective programs. In order to have a practical program, the refresher courses will be offered at Chapel Hill and throughout the state at convenient times of the week for attending pharmacists.

Much encouragement for the success of Pharmaceutical Extension service has been received from pharmacists by their response to questionnaires from the School of Pharmacy. The questionnaire was designed to serve a dual purpose, that being to introduce several features of the Extension program, and to obtain the suggestions and opinions of the practicing pharmacists. The percentage return of the questionnaires was satisfactory. This interest shown by pharmacists is greatly appreciated, and their suggestions will be most helpful in planning the future of the program.

The areas of greater interest as shown by the questionnaires are; Professional Relations, Laws of Pharmacy, Pharmacology of Newer Drugs, Dispensing Techniques, and Drug Store Management. It was found that most pharmacists prefer to have refresher courses taught locally at night, with correspondence as their second choice. It is generally agreed that Wednesday would be the most convenient day or night of the week to hold such meetings. Time will be a prime consideration in planning any program as most pharmacists have a minimum of spare time to attend the various meetings.

The need for extended services to practicing pharmacists in North Carolina has been recognized as shown by the resolution of the North Carolina Pharmaceutical Association at its convention in 1955, requesting extension service for the working profession. Pharmaceutical educators appreciated this need and have for a number of years recommended that all schools of pharmacy provide supervised In-Service-Training for pharmacists.

An extension program as planned by the School of Pharmacy will provide a variety of educational and service activities as presented in the following outline:

a. Postgraduate and refresher courses:

(1) Extension courses will be offered in a series of lectures presented at Chapel Hill or through correspondence, depending on the nature of the course and the response of the pharmaceutical profession. The following are offered as examples of the more favorable choices—advertising, drug store management, salesmanship, sales management, and retail merchandising. Few have had the opportunity to take courses of this nature; thus it is felt some pharmacists may wish to broaden their educational background.

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Pharmacy located in shopping center. Clean stock; fixtures in excellent condition. Good potential for a go-getter. Minimum of $12,500 cash required. Complete details from

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(2) Professional seminars: These will constitute one, two, or three courses covering such subjects as prescription clinics e.g., dispensing techniques, pharmacology of newer drugs, dental preparations, laws of pharmacy, tranquilizing agents, antibiotic therapy, etc.) Duration of the seminars will depend on the subjects under consideration.

(3) Business practices seminars: Pharmacy administration will occupy the principle place in these seminars, since successful retail pharmacy depends so much on good business practice. Topics envisioned in this area of educational extension are drug store promotion, retailing, uniform pricing, retail buying, handling credit problems, inventory control and turnover.

(4) Sales training schools for pharmacists and key sales personnel: These schools will constitute a service function to the pharmacist and will cover most drug store departments exclusive of the prescription department.

b. Other services:

(1) Cooperation with the North Carolina Board of Pharmacy in supervision of internships for pharmacy students and graduates.

(2) A professional information bureau in the School of Pharmacy.

(3) A speaker service for pharmacists participating in civic and other group meetings.

(4) Programs embracing interprofessional relations with physicians, dentists and, other health personnel in the state.

(5) Development and participation in recruitment programs to attract more and better prepared candidates for pharmacy.

(6) A consultative service in pharmacy providing useful hints on drug store layout, front design, fixture design, and other phases of pharmacy operation.

(7) Surveys will be conducted in order to get a true picture of pharmacy operation in North Carolina. The results of these surveys will be used as business guides and teaching guides.

All pharmacists are invited to take advantage of these services and attend the various refresher courses. The importance

(Continued on page 31)

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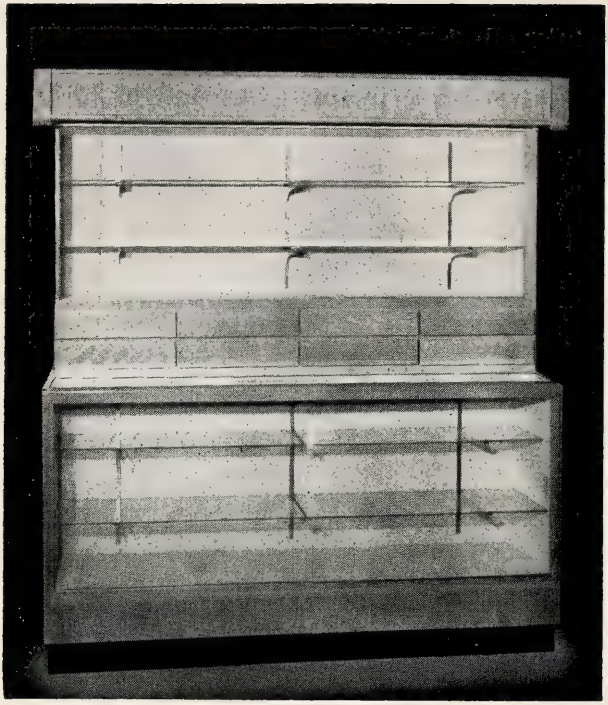
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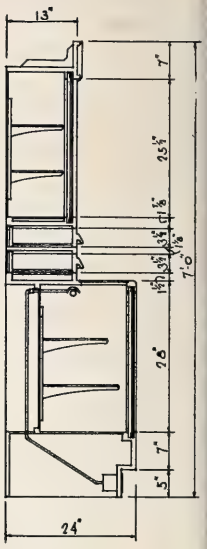
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We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-ninth volume, and the first printed copy was "Seeman Printed."



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This beautiful deluxe style glass enclosed wall case is fitted with glass doors sliding on roller bearing tracks both top and bottom so that the customer may select and choose her favorite brands. The concealed fluorescent lights enhance a glamorous setting for your finest merchandise. Each drawer equipped with removable four-compartment dividers. Removable lipstick trays can be provided when specified at small extra cost.

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LYNCHBURG VIRGINIA

Lumberton Store Closes

McMillan Drug Store, the oldest business establishment in Robeson County with the exception of the local newspaper, has gone out of business after being in operation since 1880.

John Rancke, who operated the drug store though 1957, said the closing was necessary because business did not justify continuation.

New Pharmacies

Innes Street Drug Company #3, Ketner Shopping Center, West Innes Street, Salisbury. Edwin R. Fuller and H. N. Fairley, Jr., owners; Billie E. Pittman, pharmacist in charge.

Glen Lennox Pharmacy, Glen Lennox Shopping Center, Chapel Hill. George W. Harris, owner and pharmacist in charge.

Change in Ownership

Kiser Drug Company, 2400 Wilkerson Blvd., Charlotte. W. W. Kiser, owner; J. F. Simpson, pharmacist in charge. Successor to #902.

Watson's Pharmacy Company, Southport. Robert M. Willis, pharmacist and owner. Successor to #659.

Walker-Boone Drug Company, Inc., 117 East Main Street, Ahoskie. Mrs. L. K. Walker and others, owners; W. O. Britt, Jr., pharmacist in charge. Successor to #4.

James Pharmacy, Hillsboro. Mrs. Oma James, owner; A. A. Lloyd, pharmacist in charge. Successor to #369.

Justus Pharmacy, 303 N. Main Street, Hendersonville. William C. and Albert L. Beck, Jr., owners; William C. Beck, pharmacist in charge. Successor to #1010.

Pharmacies Closed

Walters Drug Company, Morven.
Crescent Drug Company, Winston-Salem.
North End Drug Store, Scotland Neck.
Conley's Drug Store, Bryson City.
Mullen's Pharmacy, Asheville.
Rocky Point Pharmacy, Rocky Point.
McMillan Drug Store, Lumberton.

Change in Address

Pomona Drug Store, Greensboro, now 2 Merritt Drive, Greensboro.

Edgemont Pharmacy(renamed Kale Drug Company) from 114 Angier Avenue to 933 East Main Street, Durham.

Reciprocity

Margaret Ann Graben Robinson, 1720 Mansfield Street, S.E., Winston-Salem. From Alabama. With Baptist Hospital, Winston-Salem.

Allan Richard Forsyth, Ocean Drive Beach, South Carolina. From Ohio.

A Maid . . . and a Mouse

Some events are predicable, but a mouse on the loose within the confines of a prescription department—well, anything is likely to happen.

In this instance, the mouse won without undue interference on the part of the young lady.



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TAR HEEL DIGEST

Lawing-Keziah Drug Company, Lincolnton, has completed an interior remodeling job, which has doubled the size of the pharmacy's prescription department.

* * *

Albemarle pharmacist Harry Murrell has been elected president of his town's chamber of commerce.

* * *

On December 12, C. C. Fordham, Jr. of Greensboro completed a 6-year term as a member of the Guilford County Board of Health. A pharmacist-successor to Mr. Fordham is expected to be named by early 1958.

* * *

William A. James, native of Pineville and graduate of the University of South Carolina School of Pharmacy, has accepted a position with Robinson's Drug Store, Belmont.

* * *

James B. Patton, Jr. has been named manager of the Hendrix Drug Store, Canton. An employee of the Champion Drug Store until recently, Mr. Patton purchased an interest in the Hendrix store from its owner, J. O. Hendrix, who remains with the firm.

* * *

J. Hugh Fletcher, after several years of work with pharmacies in Lincolnton and Wilmington, returns to Marion to join the pharmacists' staff of Tainter's Drug Store.

* * *

On January 22, 2 to 2:30 p.m., Dean E. A. Brecht of the University of North Carolina School of Pharmacy will discuss "Weights" during a half-hour TV program to be broadcast by WUNC-TV, Channel 4.

* * *

Fred R. Charles, UNC pharmacy graduate of 1957, has transferred from the Stanley Drug Company of Charlotte to Patterson Drug Company, Winston-Salem. Resident address: 212 Westdale Avenue.

* * *

C. C. Cannon now pharmacist with Walgreen Drug Store, Durham, following resignation as pharmacist, the Terminal Drug Store, Wilson.

* * *

The Edgemont Pharmacy, Durham, has a new name (Kale Drug Company) and a new address: 933 East Main Street. The pharmacy, owned and operated by R. G. Kale, was formerly located at 1114 Angier Avenue in Durham.

* * *

George W. Smith of Chapel Hill, after spending the late fall on his farm in Nebraska, returns to the role of relief pharmacist with the Carolina Drug Company, Mebane.

* * *

James G. Grantham has assumed a new position with the Eckerd chain as buyer of pharmaceuticals. Most of his time will be spent at the chain's warehouse in Charlotte, 1500 Bancroft Avenue.

* * *

The Johnston County Drug Club met January 8. B. P. Woodard of Princeton is president.

* * *

The Durham Jaycees have a pharmacist chairman of the organization's public health committee—J. Claxton Harris, Jr. The committee has been active in blood-typing, eye donation program and publicity involving necessity of third polio shot.

A Field Report

Pharmacy Internship in North Carolina

By BEN F. COOPER

This report is based on observations made by the author while employed by the North Carolina Board of Pharmacy during the summer of 1957. During this time, personal contact was made with a majority of the active participants in the internship program.

The internship program is supervised and administered by the Board of Pharmacy, but its success depends to a large extent on the instructors who are in direct contact with the interns. These instructors are called supervising pharmacists. It has been my observation that the supervising pharmacist is the key to the success of the program. The interest and productivity of the intern usually bears a direct relationship to the interest and encouragement of the supervising pharmacist.

Most supervising pharmacists with whom I talked immediately expressed cooperation in training the intern. The expression, "I'll help anyway I can," was frequently heard. This attitude is admirable and desirable, but in itself is not enough. Too often it means a passive type of supervision where training is given when specifically requested, and then only if it does not interfere with regular duties. A more **active** type of supervision is indicated if the internship program is to achieve maximum effectiveness in training better pharmacists. Active supervision means more than aswering questions if and when they arise. It means executing a planned program of acquainting the intern with **all** phases of drug store operation, encouraging the intern to be thoughtful and critical of store policies and procedures, and checking on his progress from time to time. Personal interest, enthusiasm and encouragement on the part of the supervising pharmacist cannot be overemphasized.

Generally speaking, the interns with whom I talked expressed genuine interest in the program and a sincere desire to learn. This was encouraging because I believe it reflected a sense of responsibility and professionalism beyond the requirement of the law. The most frequent criticism by interns was the lack of time available in their work schedule for observation and study. This perhaps is a shortcoming we all experience, but it should not be so. Interns and phar-

Research Foundation to Meet

Directors of the N. C.. Pharmaceutical Research Foundation will meet in Chapel Hill on Wednesday, February 5.

A luncheon for the directors, officials of the University and the pharmacy faculty has been scheduled for 12:15 at the Monogram Club. A business session will follow in Howell Hall.

Roger McDuffie is president, P. A. Hayes, vice-president, and E. A. Brecht, secretary.

Blue Laws

Due to the city's Sunday "blue laws," Greensboro pharmacists opened the new year (January 5) in a state of confusion. Misunderstanding over the laws caused some pharmacists to restrict their Sunday sales to prescriptions. Prospective purchasers of such common articles as aspirin and razor blades were being turned down.

It is anticipated Greensboro's city council will correct the situation before election day rolls around.

Slight Mistake

About thirty years ago a small circus was headed west through McDowell County when a violent electrical storm caused an elephant to break loose. Next morning, a police officer got a call.

"Come out to my house immediately," an excited voice cried. "There is some kind of huge animal out in my garden—and he's pulling up my cabbages with his tail."

"With his tail?" questioned the officer. "Then what is he doing with them?"

"You wouldn't believe me if I told you."

acists alike need to take time, even in a sy schedule, for review and study. Otherse, how can we hope to maintain, much ss improve, our professional knowledge and rvice? This phase of education is especlly important for the intern, and it would em proper for the supervising pharmacist provide maximum opportunities for learng, even at the cost of slightly reduced ork loads or work schedules. It would be ise for teacher and student to discuss this d other aspects of the training program the beginning of the intern's employment. We might pause at this point and ask a rtinent question. What do I, as a supersing pharmacist or as an intern, expect to in from this training program? As the pervising pharmacist, you will gain in owledge, for the teacher often learns more an the student. You will gain the services a competent employee during a period of ortage. And you will gain an increased nse of professional pride by contributing better pharmacy and better trained pharacists.

As an intern, you may not only expect to llfill the legal requirements for licensure. ore important, you will learn how to apply d use your academic training as well as in in technical information. The whole ternship program is designed to make you better pharmacist than your predecessors. ow is the time to take advantage of this pportunity, an opportunity which will never ecifically be provided again.

The aim of the program is to complement d complete the controlled education of the harmacist. Academic training in a school f pharmacy is not designed to furnish a nished product. Rather, it is designed to rovide a background and foundation which flexible and strong enough to meet all uture applications. As a pharmacy intern, he student begins this period of applied ducation.

The pharmacy internship program as now onstituted is a progressive and excellent ne. Recent changes toward a definite proram of subjects to be learned and perormed are especially commendable. The reatest need now is not further revision of he program, but a revision of our attitude oward the program.

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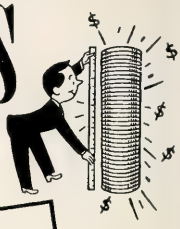
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larger unit sales mean

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display and sell the "FAMILY PACK"



50 POWDERS
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Random Comments

By W. J. Smith

Significant: In 1936 the *Saturday Evening Post* did not mention a single drug in its editorial column; in 1956, *The Post* mentioned 72 different drugs a total of 330 times.

There are only two ways to handle women. Does anyone know what they are?

Our current favorite of the corn-on-the-macabre school of humor: "Mommy," complained the child, "I'm getting tired of running in circles." Replied the mother: "Shut up, or I'll nail your other foot to the floor."

Recent studies show that the average elementary school graduate earns $116,000 in his working life, whereas a high school graduate pays income tax on $165,000 or even more if he has a good working knowledge of football or basketball. On the other hand, a college graduate earns $268,000 in the lifetime work period.

In other words, a college education is worth $100,000 more than a high school education.

- Pharmacist reports stock of popular 5-lb. candy item sold prior to Christmas rush; sent employee out to pick up this item from another dealer; employee returned with about 40 boxes of the candy, which were immediately sold. Now the candy is being returned by customers of the pharmacy. Reason: black bugs. This will never happen to Dorsey Welch, who advertises: "This candy is fresh: made yesterday by Hollingsworth."
- To focus attention on "litterbugs," bottle containing $10 in cash was placed some five feet from a trash receptacle.

579 persons passed the bottle. The 580th picked it up and received the $10 as his reward.

- *Medical Times*, concluding a survey of 2,122 general practitioners in the United States, finds that 44% of the MD's questioned have changed their smoking habits in the past 5 years. 17% have stopped smoking; 14% smoke less; 10% have increased their smoking; 3% have switched from cigarettes to cigars or pipes.
- Magazine and book publishers have to contend with a few of the human species who consider it great fun to enter orders for departed persons. For instance, one publisher recently honored an order (until the P. O. notice came thru) for: "D. Crockett, c/o The Alamo, San Antonio, Texas."
- It is said an atheist is a football fan who doesn't care who wins the Notre-Dame-Southern Methodist game.
- Dr. Ben Cooper, now teaching in Oregon, has one of those special "UNC No. 1" basketball tags on his car; was recently cited for overtime parking; in space for license number, police ticket read: "UNC 1 in Nation." Dr. Cooper paid without protest; figured the publicity well worth the price.

Which reminds us of an experience in Worcester, Massachusetts this past summer. Local traffic officer, seeing our No. 1 tag, stopped long line of cars to permit "The Governor" to proceed. We took no special effort to inform him otherwise.

- A group of Canadian pharmacists—Prescription Services, Inc.—have announced a group Rx insurance program. 60 pharmacies are participating in a test program, offering to fill all Rxs at average annual cost of $10 per person. During initial test period, service is limited to 1,000 subscribers.
- It is said the older one grows, the more respect he has for the undertaker. We are not prepared to debate the point; we merely record what the man said.

Which brings us to an assertion by one of our pharmacists, who claims his town has an extra efficient presiding officer. After any long and involved statement or plea or suggestion that someone do something, the chairman gets up and says: "You heard what the man said. Before we adjourn, are there any comments?" This particular pharmacist says he always gets away from Board meetings in time to catch the TV fights .

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Narcotic Prescriptions of Practitioners in the Armed Services

The question occasionally arises as t whether a pharmacist may fill a prescriptio written by a practitioner in the Armed Serv ices. The answer is "That depends on th circumstances under which the prescriptio was written and for whom it was written." The Narcotic Regulations on this point stat as follows:

"Officers of the medical corps of the Army and Navy, in the course of official medical treatment of Army and Navy personnel and members of their families entitled to receive such treatment, are required to issue prescriptions for these patients which may call for narcotic drugs or preparations. Under circumstances where the drug or preparation required by the patient for medical use cannot be furnished from official stocks, it is necessary that it be obtained, pursuant to the official prescription, from a drug store duly qualified by registration under the Federal narcotic law to fill narcotic prescriptions.

Such prescriptions, issued in the course of official professional practice only, and prepared on official blanks or stationery (such as printed forms of army and navy hospital or dispensary) and otherwise meeting the requirements of regulations No. 5 (Part 151 Chapter one, this title) relating to narcotic prescriptions, may be filled by a duly registered druggist although they do not bear a registry number of the issuing practitioner, provided they bear the signature, title, corps, and serial or jacket number of the issuing medical officer.

This procedure shall not apply in the case of prescriptions written by an army or navy medical officer in the treatment of private patients, i.e. a patient not entitled to receive medical treatment from the physician in the latter's capacity as a service medical officer. In prescribing and dispensing narcotic drugs to such private persons, the officer is subject to all the requirements of the Federal narcotic law, including registration and payment of tax, as are imposed on other physicians conducting private medical practice.

EXTENSION PROGRAM

(Continued from page 21)

refresher courses to the practice of pharacy can best be illustrated by the fact at most big businesses send their executives and employees back to school periodically to take refresher courses and learn the wer techniques. This interest in the executives and employees has a very positive result on the efficiency and usefulness of the dividual, and needless to say the total siness benefits are worth more than the st of the program and the time lost in atuding. A pharmacist too, can benefit in is type program, because the other health ofessions and the general public will show ore confidence in him as he proves his interest in offering better pharmaceutical serve. In addition to the advanced training e pharmacist receives, he has an excellent ance to improve professional relations with her pharmacists—this is considered a vital ed by many pharmacists. Another interting feature of Pharmaceutical Extension rvice is that it affords the School of Pharacy a chance to serve the student after aduation, thereby bringing the working profession and the teaching profession closer together. For further information about the refresher courses and services available to pharmacists call or write: Carl T. Bauguess, Jr., Drawer 629, School of Pharmacy, U.N.C., Chapel Hill, North Carolina.

Charlotte Officers Introduced

Amid gala surroundings the new officers for 1958 were introduced at the Christmas party of the Charlotte Drug Travelers Club held at the Charlotte Hotel. They are as follows: President: James A. Wolfe; Vice-President: Casper G. Lamb; Secretary-Treasurer: H. T. (Pat) Ryder; Assistant Secretary-Treasurer: Luke Blackmer.

In charge of arrangements for the party was Pat Ryder, who not only provided a delightful cocktail party and banquet, but wonderful entertainment by Bill Jeffries, vocalist and painist, from one of the local radio stations.

And to conclude an already successful evening, two valuable door prizes were given —won by Mesdames Carl Geanes and Pat Ryder. All went home saying, "What a nice Christmas party!"

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has been promoted to the people of North Carolina for sale through Drug Stores only. Millions of bottles have been sold in the state without a complaint from a consumer. In the achievement of this splendid record we give a large measure of credit to the druggists of North Carolina for their splendid professional co-operation.

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Howell Hall Happenings

It was estimated that well over 20,000 visitors saw the forty original paintings in the Parke, Davis and Company History of Pharmacy Series during four weeks in the Morehead Planetarium. The great majority were school children attending the special Christmas show in the Planetarium where an announcement of the display was made at each one of the Christmas programs. There was a very good attendance at the gallery talk given on December 1 by Mr. Frank Errigo, Manager of the Charlotte District Office. Interesting information was given on the research and artistic development of a representative picture.

Professor Earl T. Brown was elected for a three-year term to the Faculty Council of the University.

Dr Sigurdur Jonsson received a grant of $1,000 from the Faculty Research Fund to continue his work on the Synthesis of Antimetabolites.

Mr. Carl T. Bauguess, Jr., Director of Pharmacy Extension joined pharmacist Rupert Cox in Raleigh on the evening of December 4 to discuss Pharmacy as a Career at the Needham Broughton High School.

The annual Christmas Party for Pharmacy students and faculty took place at the Little Red School House on December 13. It was jointly sponsored by the Pharmacy Girls Association, Kappa Epsilon, Kappa Psi, and Phi Delta Chi.

The Pharmacy Wives held its annual Christmas Party at the Institute of Pharmacy on December 13. This program preceded the School party.

Kappa Psi gave its annual Christmas Party for the faculty on December 18.

Student Branches

The Student Branches of the North Carolina Pharmaceutical Association and American Pharmaceutical Association were addressed on December 10 by Mr. Robert M. Pope, special agent of the State Bureau of Investigation, on Narcotic Law Enforcement Problems.

Rho Chi

Congressman Carl T. Durham was installed as an honorary member of the Rho Chi Society by the Xi Chapter at a banquet dinner on December 17. During the past two years only one man per year has been so honored by this National Honorary Pharmaceutical Organization. His nomination by the Xi Chapter was unanimously approved by the Executive Committee.

Three undergraduate students were initiated to active membership at the same meeting: Donald Kenneth Chapman of Winston-Salem, William Luther Marsh of Marshville, and Paul Morgan Walker of Maiden. The dinner meeting was also attended by Rho Chi alumni living near Chapel Hill.

A small but handsome Rho Chi recognition pin with a quick clasp fastener is now available. Alumni members wishing to obtain one should direct their order with a check for $1.50 to the secretary of the chapter.

Historical Note

By ALICE NOBLE, *Research Historian*

We have received from C. Macbeth Cain of Henrietta, the sort of letter we love to get. It is chock full of history about pharmacy "Before the War." It is data that we definitely need in compiling records of long ago. We hope that other pharmacists will follow his example and send us stories of pharmacy's past. We are quoting Mr. Cain's letter in part.

* * *

". . . I was associated with the healing art almost from infancy and have been a diligent and interested student through my 53 years as a licensed pharmacist and for many years before my licensure. My father was a well educated citizen and physician: a surgeon who served under both General Lee in Virginia and General Johnston in the West. His home was about 40 miles north of Charleston. He covered an area of about a 30 miles radius and kept three horses for his buggy and horse back ministrations to the sick and afflicted. I was his assistant by day and his companion by night. He often remarked 'We travel in an area where every verdant field enshrines a story and every ancient oak is a monument to some heroic deed.' This was true medicinally as well as historically.

"From the earliest Colonial period the herbarium' on the outskirts of Charleston ent herbs all over the southeast. Later hose of the botanist, Walter and others igher up in the Santee River basin con-inued the service. A grandson of Walter, Dr. Francis P. Porcher, was commissioned y President Jefferson Davis of the Confed-racy, to prepare a pharmacopoeia to obviate he loss occasioned by the northern block-ge of Southern ports. His book, 'Resources f Southern Fields and Forests' is a well nown authority today. It was my privi-ege to know Dr. Porcher in his late years. He was married twice and there were chil-ren by each wife. One of his daughters y his last marriage, Miss Daisy, a grad-ate nurse, was at one time in charge of urses at the Oteen Hospital. I have been old that Saymons Soap, made from oap root, etc., was one of Dr. Porcher's ecipes. I understand also that country style soft soap made from corn shucks and ickory-ash drip lye was also his formula.

"It was my privilege to have been under he special instruction of Dr. Jackson, phar-macist and chemist of the Confederate Government at Richmond and later in the edical laboratory at Columbia, South Caro-ina. He was in charge of the Columbia lab-oratory when General Sherman burned the city. He told of his experience on that fateful day and night. He said that he had great barrels of podophyllin—'vege-table calomel'—stored away for the Con-federacy. This podophyllin was extracted from alcoholic solution and the solid ex-tract was shipped in balls to the Army as well as to civilians. Dr. Jackson said that a large number of barrels of corn liquor, as a substitute for alcohol, were in the proc-ess of extracting the podophyllin when General Sherman arrived on the scene. The soldiers consumed all the liquor—podophyl-lin solution. The good doctor remarked that he was reliably informed that the woods were full of sick stragglers all the way from Columbia to Bentonville, North Carolina. Rumor has it that in excavating an old building in Columbia, South Carolina some years ago, there were found skeletons of two Federal soldiers—identified by buttons —near the faucets of one of the barrels . . ."

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Dean Tainter

On the eleventh of November Dean Tainter met an appointment with God and made rendevous with him in Zion, His heavenly city.

Dean had finished his earthly duties and had earned the accolade of *Well Done, Faithful Servant.* In life he rode the noble white horse of beautiful truth and when he measured himself he did not add the horse to that measurement of himself, but tared it to achieve a net worth in the eyes of himself and his fellows. His deeds were molden on the potter's wheel and God and he held the clay.

He graced well a profession that brooks no inexactitudes. By the very nature of his profession he too dealt in those instrumentalities of healing agents that sometimes placed in his hands life and death. To him, a perceptive man, that was an awesome responsibility. In almost any other profession he would have the option of innocuous error: he could purchase a house and lot on a falling market or sell a share of stock on a rising market; he could mistake a price in a shop—and cause no distress except financial. But in his own profession, dealing with human lives, he applied the principles and ethic morals that impelled him to practice that profession with integrity.

His pride would not permit him to deign to do a petty act no more than would the prohibitions of the Commandments. In this scorning of the evil he gained one of the treasures desired by all noble men—the approval of himself that begat approval in others.

In his family circle life he wore modestly an exemplary mantle. Although the realm was a patriarchy, there was never a vestige of tryranny in his rule. Rather was his role that of the protective male, a vessel int which might be poured any vexations an troubles any member was heir to. Ther was no service he was called to that wa not lovingly rendered. Just as God's hand covered him will Those hands cover those h left behind.

The true quality of a contrite heart i assuredly known to God. Dean believed thi as an immutable truth of his own creed Knowing God's forgiving touch at death o at any time of life, he did not adjure hi pursuance or virtue until time of death ap proached. Rather did the pursuit of virtu form his lifespan.

His faith was blindly trustful in his God His approach to Him, perforce, defied th dilettante approach of the intellectual. Hi trusting faith explained to him the incom prehensible impenetrability of God and ex plained to him in human terms the encom passing love with which God enfolds hi creatures. For him life wore no dress o shabbiness. The large supply of death wit meager demand for it did not harass o trouble him. He sought no haven for th mere observation of life; he went fortl and shared it abundantly. And, in s sharing, he overcame those vicissitudes tha try the very tissues of man's soul.

Good men die year after year. Deat should not inflict a hurt or bewilderment be yond the power and faith of a survivor t understand. A trusting faith in the omnip otence and omniscience of God will breed a peace and resignation without desuetude

Dean Tainter was and is an entity i the conception of God. As so, his soul i immortal.

—James W. Harrison, Asheville

Births

David Lee Yandle

Mr. and Mrs. Howard Yandle of Chapel ill are announcing the birth of David Lee, ecember 10, weighing 9 lb. 3 oz. Mr. ndle is pharmacist at Sutton's Drug Store.

Ann Williams Tyson

Mr. and Mrs. Jesse W. Tyson of Greensro are announcing the birth of Ann Wilms, on October 28th. Mr. Tyson is in siness on Battleground Avenue as Tyn's Plaza Drug Company.

Edward Alan Miller

Edward Alan was born to Mr. and Mrs. illiam J. Miller of Hickory, on December , 1957. He weighed 6 lb. 2 oz. at birth.

Barbara Kay Doyle

Mr. and Mrs. Lewis B. Doyle, Jr., of akima, Washington announce the birth of daughter, Barbara Kay, on November 5. r. Doyle, now in the Armed Forces of the U. S., was associated with a Roanoke Rapids pharmacy prior to entering military service.

Deaths

W. R. White

Walter Rodwell White, 68, died December 9 at his home in Warrenton.

A graduate of the UNC School of Pharmacy, Mr. White had operated the Hunter Drug Company of Warrenton in partnership with Alpheus Jones, who died last year, and W. A. Burwell, now making his home in Raleigh, since 1911.

He is survived by his wife, the former Sadye Tarwater Johnson of Warrenton.

Robert S. Knight, Jr.

Robert S. Knight, Jr., 55, Tyrrell Drug Company, Columbia, N. C., pharmacist, died December 17. Mr. Knight was a graduate of the UNC School of Pharmacy (1924) and at one time represented his county in the General Assembly. Among the survivors is a brother, Pharmacist R. A. Knight of Pinehurst.

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Deaf Without Legs

Dr. Walter Hartung, formerly of the UNC School of Pharmacy but now on the faculty of the School of Pharmacy, Medical College of Pharmacy, sent us this story, which we share with JOURNAL readers:

A research director was asked to turn in a report about fleas. Knowing nothing about the beasties, he acquired one, set it on the plate glass covering his desk and began his study.

He said "jump," and the flea jumped; with tweezers he then removed the forelegs and again said "jump" and again the flea jumped.

Then he removed the middle legs, and again told the flea to jump. The flea gave a a feeble jump but a noticeable jump.

Then the scientist removed the last legs and again commanded the little beast to jump. There wasn't the faintest suggestion of an effort to jump. In his report, the research man came up with the conclusion that without his legs the flea is deaf.

Chapel Hill Woman's Pharmaceutical Auxiliary Holds Meeting

By ALICE NOBLE, *Reporter*

The Chapel Hill Woman's Pharmaceutical Auxiliary held its January meeting on the 7th—during a heavy snow—at the home of Mrs. Henry T. Clark. Sixteen members were on hand to enjoy a delicious Dutch covered dish luncheon. Two new members were welcomed into the organization—Mesdames F. J. Andrews and Robert Bangle, both of whom have recently moved to Chapel Hill.

Mrs. M. L. Jacobs will be hostess for the February meeting on the evening of the fifth of the month at her home in Westwood. A pharmaceutical speaker will address the group at that time.

New Pharmacy

Chapel Hill has a new pharmacy—The Glen Lennox Pharmacy opened by George W. Harris on January 7, in the Glen Lennox Shopping Center.

A native of Durham and a 1953 UNC Pharmacy School graduate, Mr. Harris worked in Kinston and in Durham prior to opening the new pharmacy.

Formulary Committee Meets

Members of the Dental Formulary Com mittee met in Chapel Hill on January Present for the meeting: W. W. Taylo chm., Lloyd Riggsbee, Claude Wheele Howard Yandle, Dr. Getsinger of the Dent Society and Carl T. Bauguess of the Scho of Pharmacy.

The Dental Formulary is expected to b available for distribution to NCPA membe stores by convention time (April 13-15).

Inge Wins Go-Getter Award

For having piloted Squibb Sales in th Atlanta Region to the top, Rease Inge— Squibb's Atlanta regional sales manager— was honored by his Company in New Yor recently.

During the past 24 years, Mr. Inge ha won the "Go-Getter Sales Award" eigh times.

This year Squibb is launching its 100t anniversary "sell-a-bration."

Council Appointed to Health Board

In a recent reorganization of the Durha County Board of Health, a pharmacist— C. T. Council, president of the B. C. Remed Company—was named to the Board.

Most counties, with either a county district board, have had pharmacists ser ing for about ten years. But the Durha Board, operating under a special legislati act, operated without the services of a pha macist.

During Governor Cherry's administrati the NCPA was instrumental in getting stat wide (except Durham County) legislati enacted making it mandatory that coun and district boards of health include least one pharmacist.

Steal Safe

A safe containing an estimated $1,500 cash and checks was stolen from Cromley Pharmacy, Raleigh, on the night of Ja uary 2.

According to police, the front door w opened with a wrecking bar and the saf weighing 300 pounds, carried over in a mot vehicle.

Although no narcotics were stored in th safe, narcotic officials now recommend th safes be permanently attached to the floo

Named Council Member

John E. Treadwell, owner-operator of the erson Street Pharmacy, 620 North Per- on Street, Raleigh, has been named a mem- er of Raleigh's city council. He took of- ce in January.

On AP Assignment at Capitol

The car occupying station No. 13 in the eserved parking area of our nation's capitol n Washington is the property of J. L. Cobb, r., son of Pharmacist and Mrs. J. Louis obb of High Point.

Mr. Cobb has been permanently assigned o the Capitol by the Associated Press. He as been a member of AP's Washington ureau for a number of years.

Wolfe to Head Charlotte Drug Travelers

The Charlotte Drug Travelers has a new et of officers: Jim Wolfe of Scott Drug ompany is president; Casper Lamb is vice- resident; Pat Ryder, secretary-treasurer.

The installation ceremony took place in harlotte on January 4.

Charged with Violating "Blue Laws"

C. A. Downs, Jr., manager of Eckerd's rug Store, Greensboro, and Jack Granger, anager of Walgreen's of Greensboro, have een charged with violating the city's ewly enacted "Blue Laws."

A newspaper account involving the two harmacy managers contained this state- ent by an attorney: "You can sell beer n Sunday but cannot sell Vick's Vapo- ub."

50th Anniversary

Mr. and Mrs. Charles M. Andrews of Bur- ington celebrated their 50th wedding anni- ersary on December 30. Members of the mmediate family assembled at The Andrews ome to honor this couple, who have done so uch for North Carolina Pharmacy.

Legal Action

In recent weeks, the State Board of Phar- nacy has won legal actions involving the harmacy Act in Wilmington, Elizabeth ity and Charlotte.

In Charlotte, fines of $150 were assessed y the court in cases involving three phar- nacies.



QUALIFIED EXCEPT . . .

(Continued from page 5)

extent that they are willing to prostitute their profession for a small commercial gain.

It is true that the laws restricting the practice of pharmacy to pharmacists are arbitrary, just as those which restrict the practice of medicine, law, dentistry, and the other professions are arbitrary—even those which say who can cut your hair. It is also true that these laws work hardships on some people even though they need not. In spite of these facts, our system of legally restricting the practice of the professions in the public interest is the best that our civilization has devised to date. This whole system rests on the exercise of the police power of the state—and this power can only be exercised to protect the safety, health, welfare and morals of the public. Time and again the courts have ruled that the restriction of the practice of pharmacy is a legitimate use of the police power of the state. In the exercise of this power, the state has set up certain standards which one must meet before being admitted to practice. When one satisfies these requirements, the state issues a certificate of competency, which certificate carries with it an obligati on the part of the holder to protect t public from ignorance and incompeten It is issued for this purpose solely—not protect the individual who holds it.

But what about Joe? What does all th have to do with him? It has a great deal do with Joe. First, he has not met t qualifying standards which the state h set up and which it has said are necessa before one can safely practice pharmac Second, Joe has never demonstrated h ability before a competent examining boa and been certified as being safe. It is tr that his employer says he's competent an safe, but in doing this the employer se himself up as being the sole judge of the matters—not an impartial board of fi members chosen by all of the pharmacis to make such determinations. His employ also said that he operates a high type store, dedicated to the public interest. H said that he didn't want to do anything hurt pharmacy, BUT he simply had to tak care of his customers.

When Joe's turn came to talk he sai "I wouldn't attempt to fill any prescri tions I didn't understand. When anythin comes up I always call the boss, and most them are only counting out pills or tran ferring from one bottle to another. O course, I knew it wasn't right, that it wa against the law, but the boss let me do and nobody ever stopped me. Why didn someone stop me before now?"

There are only two things that need to b said about Joe's testimony. How do w how does anybody, know when he unde stands what he's doing. The only thing w have is his employer's word that he is th best he ever saw. Nevertheless, it still r mains that a little learning is a dangerou thing. One can only wonder if his employe thought he was "the best" he ever sa simply because "he had to take care of hi customers." The other thing that can b said about Joe, and this is the cincher, i that he said he know what he was doin was not right—that it was a violation o the law. Let's grant, for the sake of argu ment, that perhaps he might know what he doing—does he have the moral fiber to d what he knows is right? Suppose he didn'

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ave exactly what the prescription called or but had a preparation almost the same; suppose he "thought" he understood what he doctor called for, would he have the ourage and morality to refuse the pre-cription or to be sure before proceeding? ust remember, he said he knew what he was oing was not right—against the law. But e, too, had to "take care of his customers."

What about the customer? How does he eel about this? After all, he is the only he that is to be considered. Chances are, e does not know what's going on. Doesn't e have the right to rely on the State to pro-ect him? He knows in a general way that he law sets up certain requirements. He nows that Joe has been working in this articular store some eight to ten years; e is a pleasant, agreeable fellow who is lways ready to go out of his way to accom-odate one, but that's about all he knows bout him. One can only wonder what ould happen if every time Joe accepted a rescription he announced to the customer, I'll be glad to fill this for you, but I'm not a pharmacist." Joe should try it some-time and see.

The Board knows what the public reac-tion is. It knows that the public expects what it is entitled to under the law and what it is paying for when it purchases a pre-scription. The members of the Board of Pharmacy are sworn to see that the public gets the protection afforded by the law in the matter of pharmaceutical service, and they will discharge this duty to the fullest of their ability. However, this effort is not likely to be fully successful until every pharmacist assumes his full responsibility under the law. It is just as much the duty of each pharmacist to enforce the law in the pharmacy of which he is in charge as it is the responsibility of the Board to en-force the law in all pharmacies. Until this happens the Board will continue to hear each month the stories of the Joes, the Toms, and the Dicks and Harrys. Joe is a nice fellow. He's friendly, and he works hard. There's one big trouble with Joe—he's not registered as required by the law.

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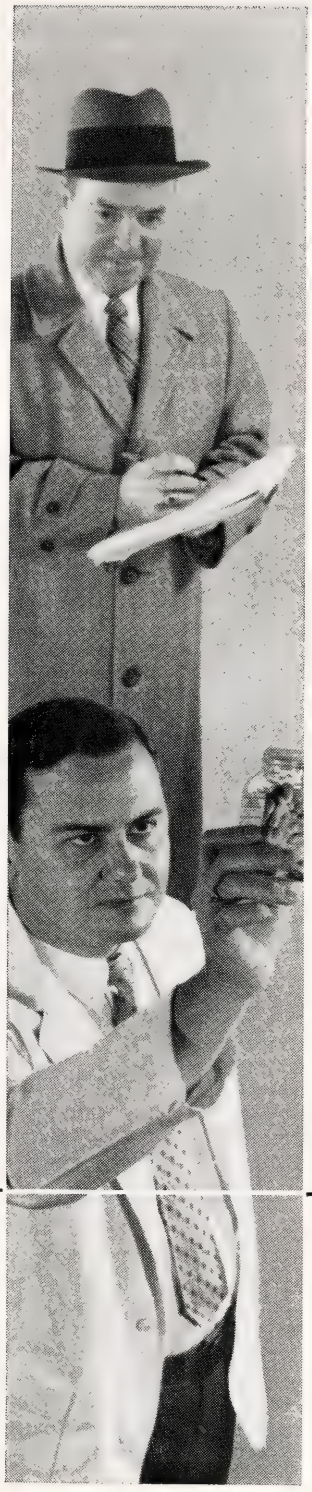


School of Pharmacy, University of North Carolina Faculty 1957-1958

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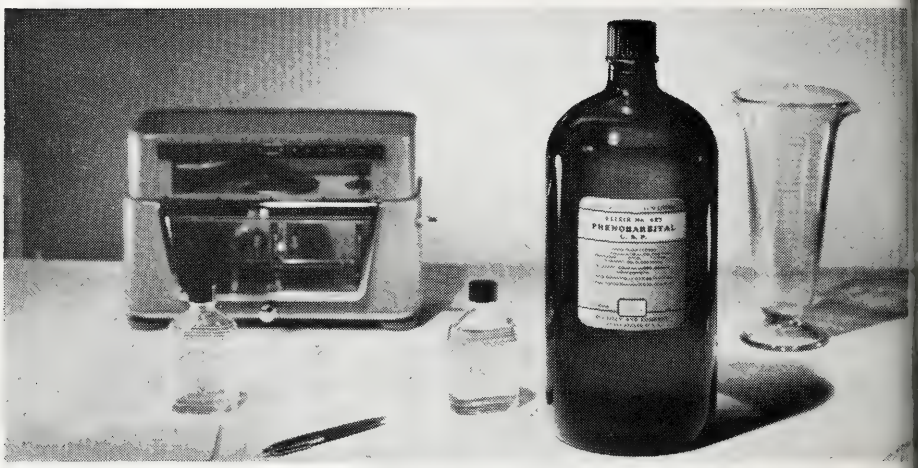
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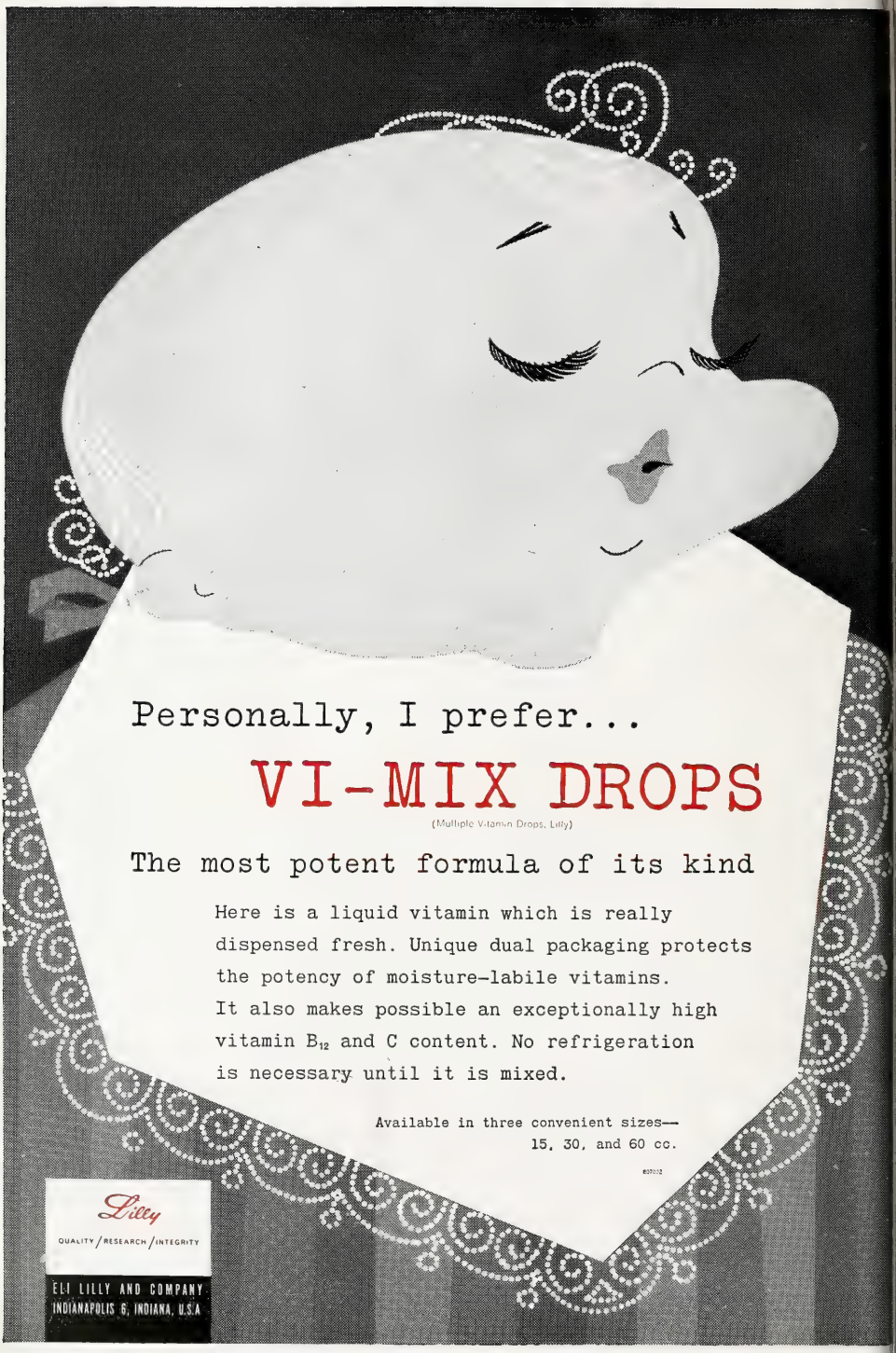
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URNAL OF PHARMACY

e XXXIX FEBRUARY, 1958 Number 2



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New School of Pharmacy Building to Be Erected on the Campus of the University of North Carolina. Occupancy Set for

urvey

1957 Good Year for N. C. Pharmacies

- **GROSS DOLLAR VOLUME UP**
- **RX DOLLAR VOLUME UP**
- **RXS (NEW & REFILLS) UP**

In a business survey just completed by e North Carolina Pharmaceutical Asso- ation, 37 out of 42 pharmacies partici- ting reported their '57 gross sales in- eased an average of 6.5% over the pre- ous year.

The five pharmacies reporting a drop in les—'57 vs. '56—had a net decrease of 3%.

While the sample survey results come om less than 5% of the pharmacies of e state, the figures are believed to ac- rately reflect the state-wide picture.

Seven of the participating pharmacies e located in Western North Carolina, 16 Central North Carolina and 19 in Eastern orth Carolina.

Total gross sales for 1957: 8 of the phar- acies reported volume under $100,000; 34 d gross sales during 1957 of more than 00,000.

Prescription dollar volume was up an erage of 12% for 38 out of 40 pharma- s. Of the two pharmacies reporting a op in prescription dollar volume, one had decrease of 3%, the other 10%.

There was a significant increase in the mber of prescriptions filled—1957 over 1956. Thirty-six (36) of the pharmacies reported an increase in new and refill prescriptions of 85,406 or average gain of 2,372 prescriptions per store. In terms of prescription dollars, this represents better than $5,000 added to each pharmacy's receipts during the year.

Three of thirty-nine pharmacies said their prescription count dropped in 1957. One has a decrease of 394, another 1131 and the third, 1196. The pharmacist who reported a drop of 394 prescriptions filled more than 40,000 during the year, hence it is to be assumed he is not too unhappy.

These figures are subject to varying interpretation, but it is apparent that total gross sales and prescription volume held up very well among the majority of North Carolina pharmacies this past year.

The table reproduced below was prepared by Secretary McAllister of the Board of Pharmacy; the prescription figures are for 1956. While only a few states are compared with North Carolina, it is interesting to note that nation-wide, North Carolina tops all states in the number of prescriptions per outlet.

	Number Prescriptions	*Prescriptions per Population*	*Prescriptions per Pharmacist*	*Prescriptions per Outlet*
orth Carolina	16,209,000	3.87	11,661	17,267
outh Carolina	6,380,000	2.83	6,666	10,441
labama	9,302,112	2.96	7,544	9,853
aryland	9,341,000	3.54	5,813	12,483
ew Jersey	16,814,546	3.22	5,607	9,284
hio	11,547,062	1.33	2,353	4,400
ansas	7,999,120	3.92	5,770	10,139
isconsin	8,626,796	2.39	4,151	7,201

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Narcotics

Safe Not Always Safe

The 800-pound safe shown below is typical of the more than a dozen safes removed from North Carolina pharmacies each year. They generally wind up with either their front or bottom bashed in.

Cash is incidental. Most drug store safes are taken for the narcotics they contain. For this reason, narcotic officials recommend that means be effected whereby the safe is attached to the floor.

Last year an Eastern North Carolina pharmacy was entered and the safe stolen. In replacing the safe, the owner arranged for it to be permanently attached to the floor. Thirty days later the precaution paid dividends, as in another break-in the thieves were unable to cart the safe off the premises, left empty-handed.

With a crowbar, it's near impossible to prevent would-be intruders from invading your pharmacy, but once in, you can make it difficult for them to carry off your safe.



SAFE RECOVERED—Sheriff Arthur J. Shuping, State Highway Patrolman W. M. Anthony and Pharmacist Ray Barnhardt are shown examining the safe stolen from the Rockwell Drug Company after its recovery near Salisbury. Narcotics and about $750 in cash were in the the safe when it was taken.

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TAR HEEL DIGEST

J. C. Mills, Cliffside pharmacist, was atured in the January issue of the *Southstern Drug Journal as* ''Pharmacist of the ear."

A graduate of the UNC School of Pharacy, Mr. Mills and his son, John E., also pharmacist, operate the Mills Drug ompany.

* * *

Guest speaker at a recent meeting of the astonia Optimist Club was Frank Errigo Charlotte. The program was arranged Pharmacist George Templeton.

* * *

David Hix has been named manager of e Lowder Drug Company, Burlington. He me to Burlington from Durham, where he rved as assistant manager of Eckerd's rug Store in the Forest Hills Shopping nter.

* * *

Thieves entered Rowe Campbell's drug ore in Taylorsville on the night of Janu- y 19, and after opening the store's safe, eparted with around $2,000. The safe was ened by knocking off the combination. vestigators attribute the job to profesonal safe-crackers.

* * *

The T. R. Coles of Sanford visited Nassau January. The trip was by way of Miami the S. S. Florida cruise ship.

* * *

Lewis B. Doyle, Jr. (Roanoke Rapids) is ationed in Toul, France with the 57th ield Hospital. Lewis says they are a field unit only in name as they occupy a 1,000 bed hospital with four pharmacists.

* * *

Jim Harrison of Asheville (Dr. T. C. Smith Company) is the only pharmacist in the state, who, when caught short on greeting cards, can retire to his basement print shop and run off a special number.

He did just that on his 28th Wedding Anniversary. The card, inscribed ''28 years, seems like 28 minutes," undoubtedly made a hit with Mrs. Harrison.

Soon, all members of the NCPA will see some of Jim's handiwork—he's printing our birthday cards on blotters.

* * *

Harry Umphlett, Jr. of Elizabeth City is the pharmacist at the reestablished S & M Pharmacy in Hertford.

* * *

Claude F. Warren has sold his interest in the City Drug Company, Hickory, and plans to accept employment as a pharmacist in that section of the state during the next month.

* * *

The February 27 meeting of the Mocksville Jaycee Club will feature a pharmacy program arranged by Pharmacist Vance McGugan, a member of the club.

* * *

Mr. and Mrs. James Robert King of Durham (Crabtree Pharmacy) were recent guests at a party hosted by their children. The occasion: The Kings' 50th wedding anniversary. They were married January 15, 1908.

* * *

John A. Kluttz leaves the Key City Pharmacy of Black Mountain on March 1 for Rutherfordton where he will be associated with the Rutherfordton Drug Company.

* * *

The Cornwell brothers of Morganton and Lincolnton, Tom and Hal, were in Chapel Hill on February 6. After transacting some business, Tom departed for Sea Island, Georgia for a brief vacation.

* * *

Miss Alice Noble of Chapel Hill is a patient at McPherson's Hospital, Durham, where she is recovering from some minor facial surgery.

Be ready for

BIG BAD-WEATHER SALES



Order a good supply of

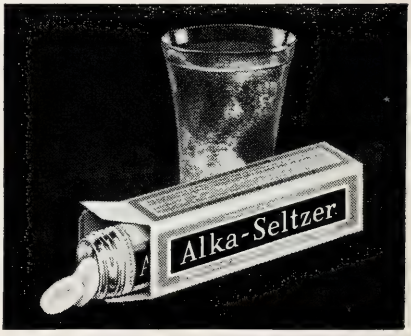
Alka-Seltzer

BRAND

REMEMBER...
WINTER MONTHS ARE
PROFIT MONTHS
WITH
ALKA-SELTZER



For better than ever profits . . . *mass* display ALKA-SELTZER where your customers can SEE and BUY!



MILES LABORATORIES, INC.
Elkhart, Indiana

Partner of the Retail Druggist for more than 70 years

How to Lose Customers

The other morning your Editor had a call from an acquaintance who related this disturbing incident:

At 8:45 p.m. he and his wife were looking at television. The wife said she had developed a taste for ice cream and decided to call the drug store.

"Tell 'em to send along a carton of Coke and some Bufferin," the husband put in.

When the druggist answered the phone the wife said: "Will you please send . . ." She didn't get a chance to finish, because the druggist broke in like this: "Sorry, Mrs. So-and-So, but the last delivery's gone."

It was the druggist, not a clerk. Point is that he didn't even let Mrs. So-and-So finish. Someone could have been sick, and needing medicine.

The wife was shocked, embarrassed, stunned, and felt insulted. You see, they and their children's families had for several years been spending around $150 a month at this particular drug store. What was the trouble at the store? Why was Doc so irritable? Why the discourtesy?

Mrs. So-and-So dropped the receiver back into it's cradle and reported the incident to her husband.

You know what he did? He got in the car and drove up to an all-night curb-service food store. There he bought Bufferin, the Cokes, ice cream, aftershave lotion, coffee, loaf of bread, gum, two bars of candy and a tube of tooth paste. Except for the bread and coffee, all the other items that he bought were DRUG STORE ITEMS. What he actually did by trading with a competitive store was to take off the market, for the life of those items, 7 articles whose sale the druggist should have turned.

Under similar circumstances had you been that druggist, **what would you have done?** A customer holding the strings to $150 worth of business a month deserves better consideration than Mrs. So-and-So received. Any customer new or longtime, rates carefully considered courtesy, of course.

After listing her order, would you not have offered some thing like this: "Mrs. So-and-So, our last delivery has gone, and you will have to wait a spell, but I will arrange to get the order out to you by ten or a little later if that will be suitable. Will there be something else?

Many a druggist would have gotten in the car and carried the order by after closing or would have dispatched a clerk with the order especially since the distance wasn't a factor.

Well, the drug store lost not a customer, but three families of customers.

That's one way of doing it.

No telling how far the offended Mrs. So-and-So will spread the story, each time of course mentioning the store by name. That is the great seriousness of it. How much damage ultimately will be done is anyone's guess.—Editorial from *Delegrams*, published monthly by the De Lamater & Company, Inc., Atlanta 10, Georgia.

Cold weather is the season for



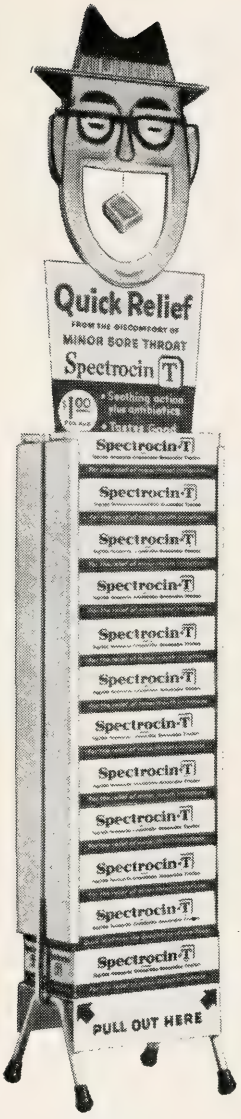
Do you have an adequate stock?

Last Fall and Winter new sales records were set for Soltice Quick-Rub. This year even these records will topple as the demand continues to grow for this new greaseless, stainless rub that gives FAST relief to cold misery.

Soltice . . . a popular item in the Summer for the relief of sore muscles, tired feet, non-poisonous insect bites, etc. . . . is a best seller throughout the cold season. Do you have an adequate stock? If not, mail your order today. It'll get prompt attention.

THE CHATTANOOGA MEDICINE CO.
Chattanooga, Tennessee

JOIN THE



Mr. Specs-T is a good man to have on your staff—he costs nothing, sells like a demon. And every pack sold means *stepped-up unit profit!* You sell *up* with Spectrocin-T, the new anesthetic lozenge with two effective antibiotics and a *delicious* fruit flavor.

These wonderful, *self-selling* merchandising aids are just *part* of the Squibb Centennial Sellabration to build *drugstore* volume and profits! The Centennial Sellabration is Squibb's all-out campaign that has *everything* – special display materials, extra-profit deals, nationwide advertising and colorful promotion literature.

Just get in touch with your Squibb representative or wholesaler salesman and get *on the Sellabration band wagon!* Step up your volume and profits with *Squibb* in '5 – the big Centennial Sellabration year!



Mint-o-Mag is not just another mint-flavored milk of magnesia. It's *deliciously* different — creamy-smooth, homogenized, peppermint-tasty without a trace of chalkiness.



HEAVY AMMUNITION for your Fight Back campaign! Offer a *full month's* supply of Vigran *free* with every bottle of 100 and make a *40% invoice profit* PLUS *1 free with 11.*



You make at least $5.25 profit on every unit sale! And your customers get a lovely authentic apothecary jar *free* full of Theragran or Theragran-M *at the best price ever!*

PROFIT PARTY!

This eye-catching hostess cart is a sure bet to help move your Squibb line *in real volume!* It's a profit-builder in any part of your store; just wheel it to any traffic center. 24 inches wide, 15½ inches deep, it's small enough to be convenient, large enough to get attention.

After your profit party, take the cart home. It's a good-looking, practical, durable piece of furniture worth $15 at retail. Your wife will find a dozen different uses for it – it's her bonus from the Squibb Centennial year.

NEW BABY! Rashene is the wonderful new Squibb product to prevent and help heal diaper rash and for the relief of chafing, chapping, prickly heat and minor skin irritations.

Use this unusual display cradle to build profits, and we do mean *profits.*





SQUIBB *beginning our second century of service to pharmacy and medicine*

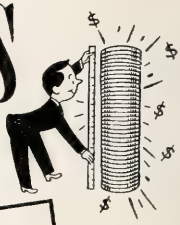
you know, **BUT...**

do your clerks know?



larger unit sales mean

BIGGER PROFITS



display and sell the "FAMILY PACK"



50 POWDERS

or

100 TABLETS

Guaranteed by Good Housekeeping

...a better value for your customer!

Copies of Prescriptions for "Prescription Legend" Drugs

Occasionally the question is asked by pharmacists, "Can I legally furnish a copy of a prescription calling for a 'Prescription Legend' drug." The answer is "Yes, under proper conditions."

Section 90-71 of the General Statutes makes it mandatory for the pharmacy owner or manager to furnish a "true and correct copy" of a prescription to the prescribing physician or to the person for whom the prescription was written. No exception is made in the law for prescription-written "Legend" drugs.

Prescription copies furnished in this manner sometimes present problems unless they are properly prepared. The pharmacist who receives them is at a loss to know whether a refill has been authorized by the prescribing physician. He is not at liberty to rely on the instructions of the patient since this would open a loophole whereby a person could obtain habit forming and other prohibited drugs.

At other times, pharmacists might properly refuse to refill a copy of a prescription for a "Legend" drug when the physician had authorized such refill on the original prescription, simply because the pharmacist making the copy had neglected to make the proper record of such authorization on the copy or had made it in such manner that the pharmacist receiving it might have reasonable doubt as to whether the authorization was authentic. Under these conditions it is awkward to question the patient sufficiently to satisfactorily resolve the question.

The problem of handling copies of prescriptions for "Legend" drugs can be solved easily and simply if the pharmacist giving the copy will take the time to make the necessary notations on the copy he furnishes. The following procedures have been found to be satisfactory and provide the necessary elements to safeguard the physicians' intentions and the patients' rights:

On prescriptions which contain no refill authorization by the physician simply note

"Copy Rx. No. 146783, Jones Drug Co.
For Reference Only
/s/ J. H. Jones Rp. No. 6093" 3-1-58

For prescriptions on which the physician has authorized one or more refills the notation would be

"Copy Rx. No. 146783 Jones Drug Co.
Refill 3 times authorized
Refilled 6/7/57
8/3/57
Verified /s/ J. H. Jones Rp. No. 6093"
12/6/57

In either of the above cases the pharmacist to whom the copy might be presented for refilling could determine at a glance whether the prescription should be refilled. This information will save time and possible embarrassment for him. Should the patient consult a different physician, this information would be of value to him also in further treatment.

Not only is it ethically proper to provide full information on copies of prescriptions, it might also benefit you should you receive such a copy.

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.

Wholesale Druggists
Importers & Jobbers
Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years
insures our ability to serve you
satisfactorily

everyone goes for

Pine State MILK



ICE CREAM



PROFIT FROM THIS EXPERIENCE

Pine State

North Carolina's Choice Since 1919

Man of the Year

William H. Randall of Lillington has bee named "Lillington Man of the Year" b members of the local Jaycee and Rotar Club. He is pharmacist at Kelly's Dru Store.

Mr. Randall moved to Lillington thre years ago. Here is his record—an impres sive one:

Elected to the town board; secretary o the local Masonic Lodge; president of th Jaycees; county chairman of the March o Dimes; deacon in the Presbyterian Churc and president of the young adult class.

Following graduation from the UN School of Pharmacy (1952), Mr. Randal was employed in Fayetteville, prior to mov ing to Lillington.

Triangle Association Organized

A meeting of the newly organized Tri angle Medical Representatives Association was held in Raleigh on January 31.

The group, made up of pharmaceutical de tailmen of Wake, Orange and Durham coun ties, is headed by Dick Holeman of Durham.

Other officers are: Tom Clark of Raleigh, vice-president; John Crowell of Durham and Bill Diehl of Raleigh, secretaries; and Bob Geile of Raleigh, treasurer.

Lytle Appointed

The appointment of Mr. Hugh T. Lytle as Manager of The Greenville (S.C.) Divi sion of The Geer Drug Company has been announced by Mr. D. A. Geer, Vice-Presi dent of the Company.

Mr. Lytle succeeds the late Mr. Horace Johnson.

Mr. Lytle began his services with the Spartanburg division of The Geer Drug Company on August 15, 1929, and was trans ferred to Greenville in 1945 as Assistant to the Manager. He is well known in the drug trade, and a member of the Traveling Men's Auxiliary of the South Carolina Pharmaceu tical Association.

He is married to the former Inez Crawley of Spartanburg and has one son eight years of age. Mr. Lytle is active in the Augusta Heights Baptist Church where he is a Deacon.

New Pharmacies

S & M Pharmacy, 52 Church Street, Hertford, North Carolina. H. C. Sullivan, owner. Harry Umphlett, Jr., pharmacist in charge.

Change in Ownership

Northwood Drugs, 110 East Northwood Street, Greensboro, N. C., sold by B. F. King to Pharmacists William C. Brown and Paul Gardiner. Names changed to "Brown-Gardiner Drug Company."

Mars Hill Pharmacy, Mars Hill, North Carolina. C. C. Bruce is now sole owner of this pharmacy. L. W. Aiken is the pharmacist in charge.

Kelly's Drug Store, Lillington. William H. Randall is now part-owner of this pharmacy along with G. C. and Leo L. Kelly. W. H. Randall is the pharmacist in charge.

Edgecombe Drug Company, Inc., 332 Main Street, Tarboro, North Carolina. Julian B. Green and Nan L. Bryant, owners; William D. Moore, pharmacist in charge.

Change in Name

Bissett Walgreen Drugs of Kinston has been renamed "Standard Walgreen Drug." No change in ownership.

Almand's Drug Store, Rocky Mount, has been changed to "Almand's, Inc." E. C. Speight is pharmacist in charge.

Reciprocity License Issued

A. E. Pressman, U. S. Naval Hospital, Camp Lejeune (from Conn.).

E. U. Burch, Davis Drug Company, Andrews (from Tenn.).

Richard G. Darlington, Station Hospital, Cherry Point (from Ohio).

Stanley H. Kramer, U. S. Naval Hospital, Camp Lejeune (from Maryland).

Robert James Kemper, Winston-Salem (from Ohio). Is in medical school at Winston-Salem.

L. W. Richardson (colored). Durham (from Tenn.).

Pharmacies Closed

Jordan's Five Point Pharmacy, Raleigh. D. L. Jordan, owner.

Guion Drug Company, Cornelius, North Carolina. C. D. Guion, owner.

Action

Definite action has been taken by the Cleveland County Drug Association and the Mecklenburg Pharmaceutical Society to limit the sale of chemicals to teen-agers who are involved in rocket-testing ventures.

Members of the Cleveland County organization agreed to sell such chemicals only on written order of science teachers.

In Charlotte, the local pharmaceutical group sent out a letter to all members urging limitation on the sale of a specified list of potentially dangerous chemicals.

WANTED

To buy a Drug Store. Will consider a Store with $75,000 Volume and over.

SDW-WS-2
Carolina Journal of Pharmacy
P. O. Box 151
Chapel Hill, North Carolina

SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists

We Appreciate Your Business

LOOK WHAT'S NEW IN "MERCHANDISING MUSCLE"...

TO SELL AMERICA'S FASTEST-GROWING *NATIONALLY ADVERTISED* VITAMINS

EVEN FASTER!



PERMANENT ALL-METAL FIXTURE

Spot this modern, all-metal display fixture in a prominent position on your counter. Prove to yourself that ONE-A-DAY Brand is *the* "name brand" in Multiple Vitamin products!

The ONE-A-DAY VITAMIN story is told and sold to millions of adults via numerous top-rated network TV shows...to children on 55 local TV children's shows ...and to the whole family in full-page color newspaper ads and in national magazine ads!

SMART, SPACE-SAVING MERCHANDISER

ORDER ASSORTMENT #6160 NOW!

LOOK AT YOUR DOLLAR PROFIT

at minimum discount!

FTM Retail Selling Price	$90.56
Your cost, with usual discounts	54.33
YOUR GROSS PROFIT	$36.23

MILES LABORATORIES, INC. ELKHART, IND.

Partner of the Retail Druggist for more than 70 years



To:

1200 members of the North Carolina Pharmaceutical Association

601 members of the Woman's Auxiliary of the NCPA

325 members of the Traveling Men's Auxiliary of the NCPA

AND

to all persons interested in the progress of Pharmacy in North Carolina

A cordial reception awaits you in Durham, North Carolina where impressive plans are underway for the

1958 N. C. P. A. Convention

Washington Duke Hotel, Durham, North Carolina, April 13-15

Well Informed Speakers • Timely Topics • Ideas That Pay • Banquet

Two Business-Starter Breakfasts • Golf Tournament • Top Flight Entertainment • "Rex" Recognition Awards • Parties & Prizes for the Ladies • Tour of Duke Gardens

1,000 Persons Expected to Attend

For Room Reservation Form, Write the NCPA Today

Be Proud

of the

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You Deliver to

Your Customer

Black & White

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"Truly the Finest in Snapshots"

Forrest Elected President of Justice Drug Company

At a recent meeting of the board of directors, P. A. Hayes, president of Justice Drug Company since 1921, was made chairman of the board.

S. T. Forrest succeeds Mr. Hayes as president of Justice. He will serve as president and general manager of the wholesale drug firm.

William P. Brewer, former sales manager, was elected executive vice president in charge of sales. Reelected were D. Frank Hayes, vice-president; and C. J. Kee, secretary-treasurer.

Mrs. V. T. Hayes and C. A. Hines continue as members of the board of directors.

Medicare

Dear W. J.:

Will you please advise me if there is an existing set-up whereby a pharmacy may supply medication under the Medicare Program.

We have a serviceman's wife who recently moved here from Arkansas. She said in that state her pharmacist supplied medications under the Medicare Program after a call from her physician.

NCPA Member

Answer: No direct arrangement (such as VA program) established for payment to the pharmacist for medications supplied pursuant to the Medicare Program.

Physician can authorize the pharmacist to bill him for Medicare drugs dispensed; physician includes this bill with his own; pays pharmacist after collecting from Government.

The NCPA and the State Medical Society are not in accord with this procedure. A revision of the Medicare Act may be attempted this year. A VA-type program is recommended.

IT'S

GOOD BUSINESS To Do BUSINESS With GEER!

It's the House That Gives

Y O U

1. Full Line Service
2. Printed Invoices
3. Quick Delivery
4. New Products and Deals Information
5. Buying Guide
6. News Bulletin
7. Price Changes
8. Few Shorts

Remember
When it comes to
SERVICE
You can depend on

GEER!

Upjohn

best-seller for 28 years!

Cheracol*

Each fluidounce contains:

Codeine phosphate 1 gr.
Chloroform 2 grs.
Potassium guaiacolsulfonate 8 grs.
Ammonium chloride 8 grs.
Antimony and potassium tartrate 1/12 gr.
Alcohol 3%
With white pine and wild cherry bark

Supplied:

Bottles of 2 and 4 fl. ozs., pint, and gallon

*Trademark, Reg. U. S. Pat. Off.

The Upjohn Company, Kalamazoo, Mich.



air Trade

Judgment Paid by Lowe's Hardware

or selling Sunbeam appliances at less
n fair trade minimum prices, Lowe's
dware Stores (North Wilkesboro, Ashe-
, Durham, etc.), in a consent judgment
ed in U. S. Court of Wilkesboro, paid
) and costs.

he case was instituted in December by
Sunbeam Corporation, which asked
5,000 damages. The complaint alleged
Lowe's advertised and sold Sunbeam
liances at from 30 to 45 percent less
n list prices.

I. C. Buchan, Jr., president of Lowe's,
quoted in the press: "We consider it a
ilege to pay this judgment to point
alleged inequities of the so-called fair
le law, which we consider the most un-
r statute which could be written from
customer's point of view.

We don't believe it possible to legislate
fits for what might be an inefficient busi-
s. We have the utmost faith in the
zens of this state and we feel it is in-
table that North Carolina will follow the
nd and do away with so-called fair trade
s in the not too distant future."

Still Pending: National Carbon Company
Lowe's Hardware Stores, asking damages
advertising and selling Prestone anti-
eze at prices below the minimum resale
ce. When this case was initiated, Lowe's
urned all Prestone in stock to the manu-
cturer.

Hospital Pharmacists Meet

The North Carolina Society of Hospital
harmacists held a dinner meeting at the
ing Tree Restaurant, Charlotte, February
t.

Guest speaker was Mr. Leo Godley, presi-
nt of the American Society of Hospital
harmacists. He is chief pharmacist at
onson Methodist Hospital of Kalamazoo,
ichigan.

E. W. Rollins of Winston-Salem was in-
alled as president of the Society for the coming year. Others taking office: Wade Carter of Gastonia, vice-president; Gerald Stahl of Durham, secretary; and Virginia Caudle of Winston-Salem, treasurer.

Gulp and It's Gone

"Gulp and It's Gone" was the subject of a January 2 talk by Pharmacist Teamy West of Roseboro to members of the Clinton Rotary Club.

Theme of his talk to the Rotarians was "accidental poisoning" with special emphasis on what to do to reduce the hazards from chemicals and drugs.

From **The Clinton Independent:** "The talk proved both impressive and informative and was thoroughly enjoyed by the civic club members."

STRONG—SAFE—SECURE

We exist to serve only *you*—Protecting your home as well as store.



Consult Our Agent
F. O. Bowman
North Carolina State Agent
P. O. Box 688
Chapel Hill, North Carolina

Ralph M. Crosson
South Carolina State Agent
1812 Marion Street
Columbia 3, South Carolina



Manufactured exclusively
in North Carolina
Since 1910

B. C. Remedy Co. DURHAM, NORTH CAROLINA

Random Comments

By W. J. Smith

One doctor not too long ago wrote: "The humblest of my patients today is infinitely better off than were the most powerful in the world just a few years ago."

In this connection, it is well to recall what Lord Bryce once said: "Medicine is the only profession that labors incessantly to destroy the reason for its existence."

In all probability, the majority of prescriptions you dispense ten years hence will come from drugs unknown today.

Just in case you're interested in the latest variation of the "later, alligator" routine, it runs like this:

"See you tonight, satellite."

"In the void, asteroid."

The Durham Drug Company has come up with a revolutionary new cake of soap. It is 10 ft. long, 7 ft. wide. Jimmie Casteel, in his sales pitch, says: "You just sit on it and slide up and down."

The Atomic Energy Commission is investigating the possibility of giving the entire population anti-radio-strontium pills in case of atomic attack.

Favorite book with the cannibals: "Ten Best Ways to Serve Your Fellowman."

From the Survey Bulletin: During the past year only 24% of all new college teachers, serving full time, held the PhD degree, compared to 31% four years ago. Although the production of PhD's is four times greater than ten years ago, new grads are entering business and industry, not teaching.

- Now comes word that the way to treat a cold is "to dry up the patient"—limit intake of fluid to 1000 ccs per day. This is a complete reversal of the usual practice.

 In addition to the limitation on fluid intake, other measures include a saline laxative, antibiotics every four hours, aspirin, codeine, antihistamines and a hot sweat pack for two hours once daily.

- The *PR Doctor*, a bulletin issued by the Public Relations Department of the American Medical Association, is reminding physicians that scientific and professional journals should not be left in reception rooms. Some of the technical discussions may disturb patients unduly. And, besides, adds the *PR Doctor:* "Articles on subjects such as professional liability suits, fee-splitting, etc. do not build patient confidence."

- Affluenza—what Texas oil millionaires get.

- In ancient times, average person got along on 3 to 5 gallons of water each day; now the average is 137 gallons and rising at a rate of one gallon per day per person per year.

- If you are average, you contribute 35¢ a week to your church. This brings to mind an $8,000 organ purchased via contributions to a certain church. An analysis of some income tax reports by officials of the Federal Bureau of Revenue turned up this interesting bit of information—contributions to the "organ fund" amounted to more than $25,000, according to deductions claimed by the taxpayers.

- Asked to define "medieval" a college freshman wrote: "Partly bad."

- When Magnolia, our cook, asked for an advance on her week's salary, my wife wanted to know the reason: "Our preacher is leaving the church this Sunday," Magnolia explained, "and the congregation wants to give him a little momentum."



"Sure I'm loaded. Gotta hot salesman!

Works hard all day — no salary, no commission."

Member of the family?

"No-no. Sealtest Ice Cream. So good it sells itself, you know. Fountain sales are 25 per cent of my store's total volume. Folks really go for Sealtest quality."

"Sealtest quality"?

"Sure. Low over-run. High butterfat. Pure, *natural* flavorings. No artificial flavors in any Southern Dairies Sealtest ice cream."

Who's Southern Dairies?

"A division of National Dairy Products Corporation. Local plants all over the Southeast."

And what about—

"Look, friend, I'm busy counting profits. Call up your Southern Dairies plant and put a Sealtest *salesman* on the griddle. One thousand, four hundred and seventeen; one thousand, four . . ."

. . . sells your store!

Sealtest
TRADE MARK
ICE CREAM

Raleigh Has 4 Pharmacy Clubs

For a long time, Raleigh had one local armaceutical organization: a branch of e Woman's Auxiliary of the NCPA.

Now the city has four organizations de- ted to the progress of Pharmacy. In ad- tion to the local auxiliary group, there now nction in the city:

The Wake County Pharmacists Society.

The Raleigh Drug Travelers

The Triangle Medical Representatives As- ciation.

Excellent Film

Recommended for showing to the public ivic clubs, etc.): Lederle's 27 minute lor film, "For More Tomorrows."

Step by step progress of new, life-sav- g drugs from research laboratory, through sting and production, to final packaging d distribution, is shown. The history of tibiotics is described in detail.

Order 15 days prior to needed date from: ilm Division, Lederle Laboratories, Pearl iver, New York.

Goal: 100 New Members

Eighty-seven (87) pharmacists joined the orth Carolina Pharmaceutical Association 1957—one of the best membership years a long time.

1958 goal of the NCPA Membership hairman, Mr. G. E. Andes of Wadesboro, 100 new members. A campaign is now nderway to achieve this goal.

This One Is Making the Rounds in High Point

A High Point pharmacist submits this tem, which may or may not survive as a art of our English literature heritage:

The office technician in a physicians' linic asked the Upjohn MSR if he could ell her when Mother's Day comes around.

"The first Sunday in May," he replied.

"What about Father's Day," she then sked.

The Upjohn MSR gave the correct answer, fter referring to his pocket calendar.

"You are wrong," said the technician. "According to the laws of nature, Father's Day comes nine months previous to Mother's Day."



Medical Report

C. O. Huntley is chief pharmacist of Blackwelder's Hospital Pharmacy in Lenior.

A recent siege of Asiatic flu sent him to a MD for complete checkup. Here is the MD's report, which might be the basis of a character suit, in case C. O. desires to press the case:

Chest:

PA and right lateral view of the chest reveals the thoracic cavity shape to be that typical of a Pharmacist, in that it is pill-shaped. Additional features are suggestive that this man leads an excessively sedentary type of life and obviously has done little work in recent months. The cardiac shadow has the configuration of something that might be produced by Smith-Kline and French. The lung fields are clear and obviously contain much air, as probably many of the man's other organs also do. It is also surmised from this x-ray that the patient's head is probably as barren as the surface of a golf ball.

It is recommended that this patient take some of his own medicine.

High Finance

Fascinated by the way his wife's min works, an uneasy pharmacist has given t this sample of what he has to be on guar against.

They have a '57 car. A dealer has o fered them $2,000 for it toward a $3,00 new '58 model, leaving only $1,000 to l paid for the new car. That also happens t be the same amount they still owe th finance company on their present car. Th wife is convinced they can get the new ca clear of debt, without paying one extr cent.

"It's simple," she has explained patientl to her husband, over and over again. "W tell the man we accept the deal. He giv us $2,000 and we give him our car. We g to the finance company and pay off o $1,000 balance. Then we take the oth $1,000 to the dealer. He has our $2,00 car and the $1,000 in cash and we walk o with a new car. It hasn't cost us a cen We don't even owe the finance company an thing. Honestly, Harry, I don't understan why you keep looking at me like that."

Reaco

Reabela Tablets
$8.00 per 1000 $12.00 doz. 100s

Reaco B-Complex with C Tablets
$20.00 Doz. 100s

Reaco A & D Capsules $10.00 Doz. 100s

A. E. P. Tablets $24.00 Doz. 100s

Pyridoxine HCl (B6) 10 mg. Tablets
$2.25 per 100

Pyridoxine HCl (B6) 25 mg. Tablets
$4.50 per 100

Pyridoxine HCl (B6) 50 mg. Tablets
$7.50 per 100

Reavita Capsules $34.80 Doz. 100s
$28.00 per 1000

Neo-Reavita $36.00 Doz. 100s

Reacaps $25.80 Doz. 100s

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WEST DURHAM, NORTH CAROLINA

elfare Pharmacy to Be Restored as Tobacco Shop

ld Salem, Inc., of Winston-Salem has chased the Welfare Drug Store building order to restore it to its original form he first known tobacco shop in the city. he main part of the building housing drug store was the seventh dwelling se built in Winston-Salem. It was erected 1767.

estoration of the old tobacco shop will t next July when Mr. Sam Welfare va- s the property. In the meantime, he as to liquidate the stock, the prescription and fixtures (see advertisement on this e).

Ir. Welfare went to work for Mr. Ed anlon in 1897. On May 13, 1913, the day ston and Salem merged to form the city, pened Welfare's Drug Store, which to- continues to occupy the same location posite Salem College.

rom the Winston-Salem *Journal-Sentinel* quote: "He (Mr. Welfare) has run the g store for the past 44 years, and genera- after generation of Salem College stu- ts remember him and the store as a sig- ant part of their college life."

Cover Page

harmacists who attended the University North Carolina during the early 1920's recognize the building on our cover month—Person Hall, l ome of the UNC ool of Pharmacy until it moved into vell Hall in 1925.

here have been some changes in the 25 years—a stucco finish has been re- ed to uncover the original bricks; some or alterations to the structure, but for most part, the building remains es- ially as when constructed.

erson Hall now houses the University's Department.

FOR SALE

tock, fixtures and prescription les of 44-year-old pharmacy. For omplete details, write or call

am E. Welfare, Welfare's Drug Store 34 S. Main Street, Winston-Salem, N. C.

For seventy-three years

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OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-ninth volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY

of DURHAM, NORTH CAROLINA

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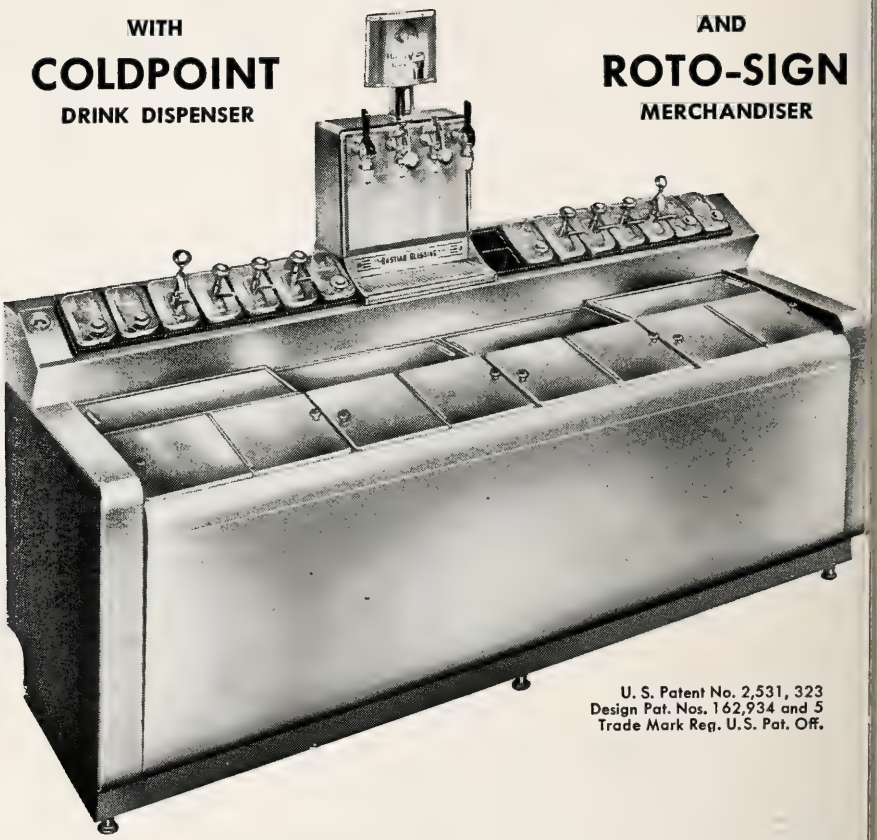
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Greensboro

Reported by CLARK RUSSELL

On January 16th, the Greensboro Drug Club held its first meeting of the new year at the Charcoal Steak House. The attendance was the best the Club as experienced in quite a few meetings.

Copies of the Club's newly adopted "Constitution and By-Laws" were issued to all members present, along with a copy of the committees and their chairmen.

Our recently elected president, Marion Edmonds, conducted a business session in which a discussion about Fair Trade pricing arose. The members then settled back in their chairs to enjoy one of the local barber shop quartettes, which has appeared in many clubs and spots around Greensboro, including the TV medium. Although our program was musical, we still felt a pharmaceutical atmosphere, since one of the quartette's members is a drug salesman.

We would like to extend a cordial invitation to any "Chapel Hillians" or out of town pharmacists to visit with us at any time they are in Greensboro!

Durham-Orange Meets

The regular bi-monthly meeting of the Durham-Orange Drug Club was held in Chapel Hill at the Institute of Pharmacy on January 28.

Dr. Willard J. Graham, director of The Executive Program, School of Business Administration, The University of North Carolina, was the speaker.

A detailed explanation of The Executive Program—an advanced study course for men in management—was presented by the speaker.

NCPA Secretary W. J. Smith discussed a recent business survey conducted in the State by the Pharmaceutical Association; gave details of the forthcoming NCPA Convention in Durham and outlined the itinerary of the NCPA Fall Convention Cruise to the Caribbean.

Mr. Clyde Eubanks, the oldest N. C. pharmacist in active practice in the state, was recognized.



Interior of the Niven Drug Company, Charlotte. This Pharmacy, owned by Howard A. Niven, has just been completely remodeled. Established about 35 years ago, for many years was operated by the late E. F. Rimmer.

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Sod. & Pot. Metals
Powered Metals:
Iron
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Magnesium
Zinc

To the Pharmacists of North Carolina:

Due to the accelerated interest being displayed in scientific inquiry on the part of youngsters, particularly in the field of rocketry, pharmacists are receiving more and more calls for chemicals, especially those that lend themselves to use as fuels. Most of these chemicals possess an unusually high danger potential and, unless properly handled, subject the user to serious hazards. The following is a list of the most common items called for:

While we should do everything possible to encourage the youth of our country to follow up their interest in matters related to science, personal and public safety demand that these activities be surrounded with adequate safeguards. Therefore, pharmacists should exercise their traditional duty in seeing that persons to whom they distribute these dangerous substances are adequately informed on their use and potential dangers. Youngsters who have not yet acquired full knowledge of these substances or developed the maturity of judgment that is necessary for their safe handling, should be accompanied by a parent when any sale is made to them. In all cases, acquaintance with potential hazards should be stressed.

Sincerely yours,
N. C. Board of Pharmacy
/s/ H. C. McAllister
Secretary-Treasurer





Only one customer...

but many sales

There are more than one million known diabetics in these United States. Each one purchases urine sugar tests, alcohol, cotton, vitamins, and associated supplies in an amount exceeding $120 per year. *Don't lose this business to nondrug outlets!*

Take advantage of the high consumer interest created by detection drives conducted during Diabetes Week, November 17 through 23. Ask our salesman to assist you in establishing an up-to-date diabetic department from which these products can be merchandised effectively.

These sales (and profits) belong in your drug store.

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THE PEABODY DRUG COMPANY

Durham, North Carolina

Births

Meredith Arden Dowdy

It took a personal visit from David A. wdy, Jr. to learn of the birth of a ughter to him and Mrs. Dowdy on October , 1957. Mr. Dowdy is associated with s father in the Mann Drug Stores of High int.

Stephen Carroll Morris II

Mr. and Mrs. Stephen C. Morris are an- uncing the birth of a son, Stephen Carroll orris II, on December 13, 1957, at City emorial Hospital, Winston-Salem. The orrises, recently of Rural Hall, are now ing at Dunn, where he is pharmacist at omas' Walgreen Drugs.

Frank G. Brooks III

The NCPA roster lists Frank G. Brooks d Frank G. Brooks, Jr. It is our hope at in about twenty-one years we shall be le to add Frank G. Brooks, III, whose th January 23, 1958, has been announced Mr. and Mrs. Brooks, Jr. of Siler City.

Ann Ellen Andrews

Mr. and Mrs. John Warren Andrews of inston-Salem are announcing the birth of n Ellen, January 26, weighing 8 lb. 15 oz. birth. John writes us that the girls now ve him outnumbered at his house 3 to 1.

Deaths

B. F. Rogers

Benjamin Franklin Rogers, 66, died De- nber 2 following several years of de- ning health.

A lifetime resident of Fair Bluff, Mr. gers operated the Rogers Drug Store for years, retiring in 1955 because of ill alth.

Mr. Rogers had the distinction of being e only Associate Life Member of the CPA in North Carolina.

F. G. Jacocks

Francis Gilliam Jacocks, founder of Ja- cks Pharmacy, Elizabeth City, died Jan- ry 3 in his sleep at the home of his son, G. Jacocks, Jr., in Fairborne, Ohio.

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Howell Hall Happenings

"When are they going to begin work on the new Pharmacy building?" It is a good question and is asked frequently. The answer is, "Last July 1" when Holloway-Reeves and Associates of Raleigh began work on the architects' detailed blueprints. This first big work was completed early in January and submitted to the Budget Bureau for approval. Allowing for the time required to advertise for bids it is hoped that ground may be broken in early spring. The building should be completed for class work beginning in September of 1959.

The new catalogue of the School of Pharmacy is now available and will be sent on request.

A large class from the School of Nursing visited the Materia Medica Room of the School of Pharmacy on January 2 for a ninety minute lecture on Botanical Drugs by Dean E. A. Brecht.

Dean Brecht and Mr. Carl Bauguess, Director of Pharmacy Extension, were guests of the Wake County Pharmaceutical Society at its regular meeting on January 7 in Raleigh. Mr. Bauguess discussed the newly established Extension Division of the School.

Dr. Hugo H. Shaffer, Dean Emeritus of the Brooklyn College of Pharmacy, was a visitor in Chapel Hill from January 9 through January 11 as the Pharmacy Representative on the National Advisory Committee for Long-Range Planning in the Division of Health Affairs.

Dean and Mrs. E. A. Brecht were guests of the Charlotte Women's Druggist Auxiliary on January 14. Dean Brecht discussed developments at the School of Pharmacy and showed plans for the new Pharmacy School building.

Mr. Bauguess and Dr. Earl T. Brown attended the meeting of the Cleveland County Drug Club at Kings Mountain on January 19. Mr. Bauguess discussed Pharmacy Extension.

Mr. Bauguess was an invited guest at the monthly meeting of the North Carolina Board of Pharmacy in Chapel Hill on January 21. Board members N. O. McDowell, Jr. and Robert N. Watson were guests of Mr. Bauguess and Dean Brecht at the Faculty Club luncheon to hear Coach Frank McGuire dicusss basketball.

On January 22 Dean Brecht presented a program on "Weights" over WUNC-TV Channel 4. Mr. I. T. Reamer, Chief Pharmacist of Duke Hospital Pharmacy, was guest at the telecast and was surprised find himself being introduced on this program of the series on Nature and Science.

Extensive local publicity was given at the conclusion of class work for the fall semester inviting the residents of Chapel Hill visit the laboratory of Dr. H. R. Totten Professor of Botany, to see the handsome displays on botanical drugs prepared by students in pharmacognosy. A number these displays will be used on a telecast over WUNC-TV in February.

The fourth year students are looking forward with great pleasure to the annual industrial trip which will take them New York City on February 9 through to visit the laboratories of E. R. Squibb & Sons at New Brunswick, New Jersey and Lederle Laboratories at Pearl River, New York.

A list of second hand books from a national dealer called attention to the availability of "A Short History of Chemistry by F. P. Venable, PhD. This book is now the proud possession of the Pharmacy Library. It was published in 1901, 3 years before the present Pharmacy building was completed under the leadership of Professor Venable.

Kappa Psi

The National Convention of Kappa Psi at St. Louis on December 28-30 was attended by Professor Earl Brown, and students Billy Allen of Raleigh, Robert Crowley of Raleigh, Jimmy Haithcock of Mt. Gilead, Michael Lazarus of Sanford, and Larry Thomas of Dunn. They were happy to meet two recent alumni: Van King of Wilmington and Harry Ball of Mars Hill both in the Army and now stationed near St. Louis.

HISTORICAL NOTE

By ALICE NOBLE, *Research Historian*

It has often been said that William ydney Porter, the famous short story harmacist writer, took the pen name of O. enry from Osian Henry, a French pharma-utical writer, whose articles Porter had en in trade and professional journals in ose days when he was a clerk in the reensboro pharmacy of his uncle, W. Clark orter.

Recently, however, a new—and probably e correct derivation of the pen name—has tracted attention. When Pharmacist orter first tried to make a living by writ-g (in New Orleans) he asked a friend to lp him pick out a literary alias. The iend suggested that they select a name om the first list of notables they came ross in a local newspaper. In the society lumn they found an account of a fashion-le ball. Porter's eye lighted on the name Henry" and immediately said that it would for the last name. He added that for the first name he wanted something short, "none of your three-syllable names for me." The friend suggested the use of a plain initial. "Good," said Porter, "O is about the easiest letter written, and O it shall be." Thus was the alias created and under it the pharmacist won his lasting fame as a short story writer.

Four New Lederle MSR Assigned to N. C.

Lederle Laboratories Division of the American Cyanamid Company has assigned a number of new medical service representatives to North Carolina. They are

Charles E. Heinz, Jr., Asheville (from Murfreesboro, Tennessee).

Robert M. Brunson, Charlotte (from U. S. Army; native of Camden, South Carolina).

James Herman King, Jr., Brevard (native of Sumter, South Carolina).

J. Wayne Hensley, Newton (former Income Tax Auditor, Asheville).

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- Greensboro—Mrs. George H. Steele, Jr.
- Rowan—Mrs. R. B. Julian
- Raleigh—Mrs. W. W. Jordan
- Charlotte—Mrs. W. G. Fowler
- Chapel Hill—Miss Alice Noble
- Wilmington—Mrs. James L. Holloway

Greensboro

An extremely large attendance filled the Mayfair Room for our first meeting of 1958, held on January 28. The hostesses were Mrs. O. W. McFalls, Mrs. A. A. Gwynn, Mrs. C. M. Hayes, and Mrs. W. P. Brewer. Door prize was received by a visitor, Mrs. Walter Hoffman of Guilford College. Other visitors were Mrs. Dan Compton, Miss Carol Walker, Mrs. J. B. Pleasants, Mrs. Peter Keeler, Mrs. Harry Clemens, Mrs. Clark Russell. Recognition was given to old members present after an extended absence.

Our program consisted of two songs, beautifully sung by Mrs. Stephen Milliken from West Market Street Church, and accompanied by Catherine Whiteley. We were extremely grateful to Mrs. Milliken for filling in at the last moment, and to Mrs. Whiteley for her extemporaneous accompaniment.

The meeting was called to order. The treasurer raised the question of unpaid dues and it was recommended that statements be sent. Mrs. W. E. Davis reported that a total of $135.69 was turned over to our treasurer as profit from the sale of Christmas cards. She urged that we find an additional source of revenue in order to cover our commitments. It was suggested that voluntary contributions of $1.00 or more be asked for by the telephone committee.

Mrs. Usher mentioned that the Sunshine Committee has sent six cards and has received two thank you letters from Mrs. Underwood and Mrs. Claytor for the gifts of baby shoes sent them. Inquiry was made about the recovery of Mrs. Ranzenhofer.

We were represented at a meeting of the Board and Liaison Committee at Chap Hill, January 9, 1958, by Mrs. W. Brewer.

Mrs. Winfield Rose suggested that might entertain the Medical Auxiliary th spring and a committee was appointed investigate the possibilities.

It was moved that we extend a welcon and an open invitation to the new Chap Hill Chapter of the Drug Auxiliary to a tend any of our meetings.

Rowan

The Rowan Drug Auxiliary met Janua 15th for luncheon at the Salisbury YMC with Mrs. Jack Rodgers as hostess.

A centerpiece of spring flowers decorat the dining room table. A fried chick luncheon, with rice, gravy, squash casserol hot rolls, coffee and peach cobbler w served to the 12 members present.

Miss Ann Coggin escorted the members a tour of the Y. Following luncheon th adjourned to the Country Club for a sho business session.

Mrs. George Albright, president, preside and reported on a meeting of the Liais Committee of the Woman's Auxiliary of t North Carolina Pharmaceutical Associati which she attended in Chapel Hill on Ja uary 9.

The door prize was won by Mrs. J. V Compton.

Wilmington

The Auxiliary to the Wilmington Dru Club met January 23 at the home of Mr D. B. Seitter. Mrs. W. R. Adams was c hostess.

Mr. H. E. Hamilton, Administrator James Walker Memorial Hospital was t speaker for the evening. He showed slid of the new hospitals which have been bui in other counties surrounding New Hanove and then he described the conditions a discussed the inadequacies of our local ho pital. A question and answer session fo lowed Mr. Hamilton's talk, and the clu members were very much impressed with t need for a new hospital in Wilmington.

A short business meeting was held, wit Mrs. G. W. Turner presiding. Mrs. P. Heaton, Jr., was appointed Secretary to fi

t the term of Mrs. R. B. Jones, who re-ntly moved out of town. Mrs. B. C. Brown minded the club members of the continu-g need for donations of food and clothing the Salvation Army. Next month each mber will contribute money or an article clothing to make up a layette to be given this organization.

At the close of the meeting, delicious re-shments were served by the hostesses.

Charlotte

The Charlotte Woman's Druggist Auxilia-r met January 14 at 12:30 at the Variety their monthly meeting, with forty mem-s present. Mrs. J. H. Morris, Jr., presi-t presided. Dean E. A. Brecht of the hool of Pharmacy, University of North olina was guest speaker.

The two persons who benefit most from Charlotte Druggist Auxiliary weren't at meeting to hear Dean Brecht. Sue Bal-tine of Hamlet and Donald Kermit Car-of Dallas were in Chapel Hill studying their semester exams. The two are lying under scholarships given by the l auxiliary.

Dean Brecht told the group that North olina needs 400 more pharmacists at sent. The 25 scholarships given by iliaries over the state help students who fill this need, he said. One out of every students of pharmacy is studying with e form of scholarship, he added.

unds for the local auxiliary's two schol-ips are raised at an annual bridge efit. This year it was held on January n Park Center.

ean Brecht showed the local group plans the University's new School of Phar-y building. The three story structure, d to be completed in September, 1959 give the school more room "and students 't have to run up two flights of stairs et a test tube as they now do," he said.

oor prizes were won by Mrs. Charles ly, Mrs. D. B. Nichols, Mrs. W. G. ler and Mrs. Lucas. Mrs. Brecht was a t of the auxiliary.

Raleigh

he Raleigh Woman's Drug Club met ruary 6 at the home of Mrs. M. B. Mel-on Saint Marys Street.

Co-hostesses were Mrs. Kenneth Handy, chairman; Mrs. Forrest Matthews, Mrs. L. D. Morse, Mrs. Ruth Page, Mrs. Frank Peacock and Mrs. Banks Kerr. Twenty-seven members were present.

Mrs. R. L. Brown, president, presided. Mrs. Henry Ferrell, chairman of the ways and means, distributed plastic bags to be sold by club members. The proceeds will go towards the pharmacy scholarship at the University of North Carolina.

After the business meeting, delicious refreshments were served and bridge and canasta were played.

Members of the club were guests of the Raleigh Drug Travelers at a dance sponsored by the Travelers on February 15 at The Carolina Hotel.

Chapel Hill

The Chapel Hill Pharmaceutical Auxiliary held its February meeting at the home of Mrs. M. L. Jacobs, with Mrs. George Rettie presiding in the absence of the president, Mrs. C. C. Wheeler, Jr. Guests for the meeting were Mr. and Mrs. W. A. Ward of Swannanoa.





Top: Members of the Cleveland County Drug Association are shown. **Bottom:** NC
President C. D. Blanton, Professor Earl Brown of UNC, Robert W. Kiger, president
the club, and Carl T. Bauguess, Director of Pharmacy Extension, UNC.

At last meeting, club decided to limit sale of "rocket fuel components" and voted
purchase and place copy of Toxicology (Poison) Book with one member, the other m
bers of the club having privilege of telephoning for information when required.

Officers, in addition to President Kiger, are: Carl Jolly of Lawndale, 1st vice-p
dent; C. Rush Hambrick and Paul Webb, Jr. of Shelby, 2nd and 3rd vice-presidents; Wi
Griffin of Kings Mountain, secretary-treasurer; and C. D. Blanton, Kings Mountain, H
Lee Irvin, Shelby and Robert Beason, Boiling Springs, directors.

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To be sure you have a complete stock of prescription items for colds—flu and other ailments caused by the cold weather.

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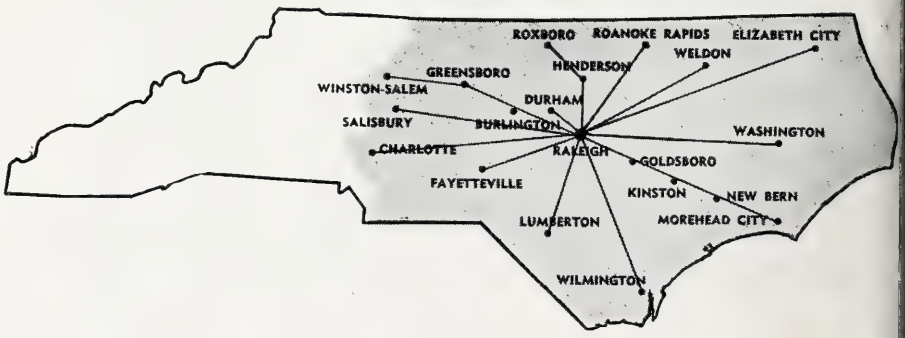
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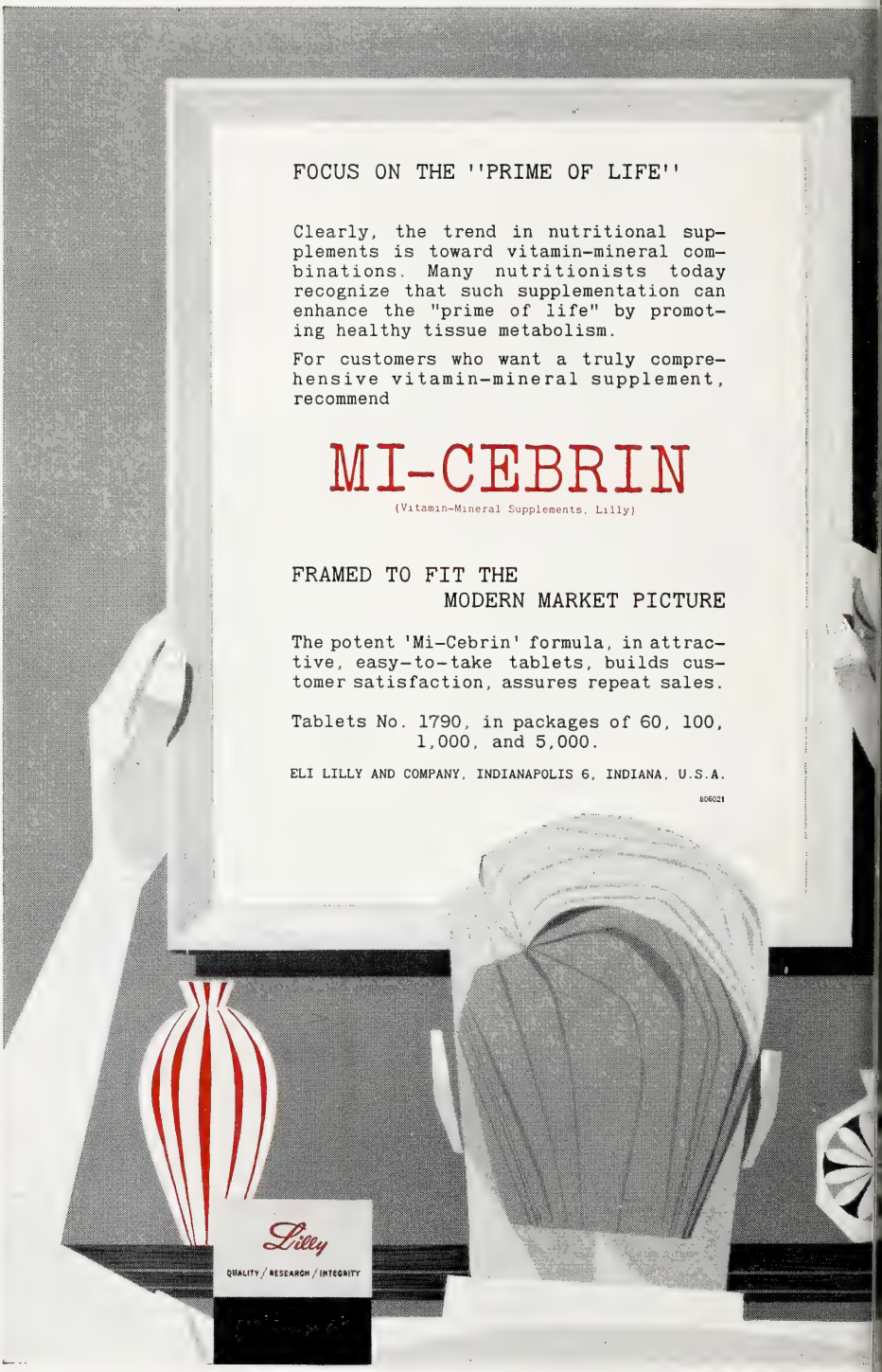
Raleigh, North Carolina

S.O.
BALCONY



The Carolina JOURNAL OF PHARMACY

Volume XXXIX MARCH, 1958 Number 3


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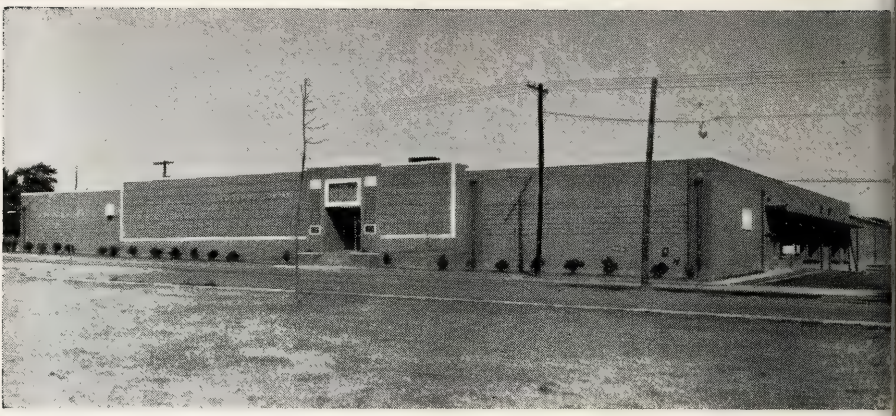
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Both packages have new, beautiful GIFT CARDS that say:

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'hese new and colorful gift cards make Tunnally's two leading sellers custom ift boxes with a special message. They ell all year 'round for all occasions.

ee R. L. Blanton, your Nunnally represen- ative, for full details about the SPECIAL 'RE-PACKED COUNTER MERCHAN-)ISER.

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Back row: Lynn Davis, Ray Carroll, Jim Waugh, Tom Sarvis. Front row: Tom Waugh, Owen Trogdon, Bill Andrews, Bob Whiteley. (Joe Knight not present when picture was made.)

The above pictured salesmen and other members of the firm look forward to welcoming you

At the Seventy-Eighth Annual Meeting
of the
North Carolina Pharmaceutical Association
Washington Duke Hotel
Durham, N. C.
SUNDAY, MONDAY, TUESDAY
April 13, 14, 15,

We wish you a most successful meeting.

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Greensboro, N. C.

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The Carolina JOURNAL OF PHARMACY

March, 1958

VOL. XXXIX No. 3

★

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N.C.P.A. Convention, Durham, N. C.—Sunday, Monday & Tuesday, April 13-15



SENATOR SAMUEL J. ERVIN, JR.

United States Senator Samuel J. Ervin, Jr. officially opens the 1958 NCPA Convention with an address—"As I See It"—Sunday night, April 13, The Durham Armory.

Senator Ervin is the successor in the Senate to the late Alben W. Barkley as one of the platform's best storytellers.

The address will be preceded by an old-fashioned barbecue-brunswick stew-fried chicken dinner.

Special entertainment and prizes. Awards night. Academy of Pharmacy. Hall of Fame in Pharmacy.

SOME OF THE CONVENTION SPEAKERS

Robert E. Abrams. Executive Secretary of the American College of Apothecaries and Managing Editor of "The Voice of the Pharmacist." Subject: "The Pharmacy—What Makes It Tick."

Winston Davis. Deputy Manager of the United States Atomic Energy Commission. Subject: "Atomic Energy in the Southeast."

John R. Kenny, Jr. Assistant Manager of Trade Distribution, E. R. Squibb & Sons. Subject: "How to Have Your Cake and Eat It."

Dr. T. T. Jones. Director, The Alcoholic Information Center, Durham. Subject: "Headaches and Heartaches of an Alcoholic."

George A. Stevenson. Divisional Sales Manager, The Upjohn Company. Subject: "Promoting Prescriptions."

Chancellor William B. Aycock of the University of North Carolina.

SPECIAL EVENTS AND ENTERTAINMENT

Reunion of the UNC Pharmacy Class of 1938; Dinner for NCPA-Member pharmacists registered 50 plus years; Golf Tournament at Hope Valley Country Club; Fraternity (Kappa Psi & Phi Delta Chi) Dinners; Joint Installation of Officers (NCPA, TMA Woman's Auxiliary) and Reception; NCPA Morning Business Sessions start with a breakfast.

For the Ladies: Luncheon and Fashion Show, Brunch, Tour of Duke Gardens, many valuable prizes will be given away.

Peabody Drug Company Party on Monday Night at Carolina Theatre (Floor Show) and Dance at Hotel (Duke Ambassadors Orchestra). TMA Party on Tuesday Night at Carolina Theatre (Floor Show) and Dance at Hotel (Dean Hudson's Orchestra).

The Convention in Brief

Sunday, April 13

Registration starts at 2 P.M. in the lobby The Washington Duke Hotel, Durham. egistration fees: NCPA Members, $5.00; isitors, $10.00. Woman's Auxiliary: Mem- rs, $2.00; Visitors, $5.00: Traveling Men's uxiliary, $15.00.

Dinner tickets to the Sunday Night Pro- am: $5.00 per person. NCPA Breakfast Monday and Tuesday), $2.00 per person. The Sunday night dinner (Durham Ar- ory) precedes an address by U. S. Senator muel J. Ervin, Jr. Special entertainment d prizes. Academy of Pharmacy. Hall Fame in Pharmacy. "Rex" awards for tstanding contribution to the advance- ent of Pharmacy in North Carolina.

Monday, April 14

:30 A.M.—NCPA Breakfast and Business Session.

:30 A.M.—Golf Tournament, Hope Valley Country Club.

:00 A.M.—Brunch & Prize Drawing, Woman's Auxiliary.

:00 P.M.—Tour of Duke Gardens, Woman's Auxiliary.

:30 P.M.—NCPA Business Session

:00 P.M.—Kappa Psi Dinner, Crystal Room.

:30 P.M.—50 Plus Dinner (NCPA-Member Pharmacists registered 50 Plus Years).

:30 P.M.—Peabody Drug Company Floor Show (at Carolina Theatre) and Dance (at hotel).

Tuesday April 15

:30 A.M.—NCPA Breakfast-Business Session.

:00 A.M.—Woman's Auxiliary Business Session

Noon —TMA Business Session.

:45 P.M.—Woman's Auxiliary Luncheon-Fashion Show. Prize Drawing.

:45 P.M.—NCPA Business Session.

5:00 P.M.—Joint Installation of Officers and Reception.

8:00 P.M.—TMA Floor Show (Carolina Theatre) and Dance (hotel).

Housing

All events, unless specified otherwise, will be held in the headquarters hotel—Washington Duke. Although the Washington Duke has been "sold out" since late February, ample accommodations are available in nearby motels and hotels to take care of all persons who desire to attend the 3-day meeting.

The Malbourne Hotel is located within two blocks of the headquarters hotel. Five minutes driving time to the Eden Rock Motel on the Chapel Hill Highway. If you prefer to stay in Chapel Hill, The Carolina Inn and University Lodge are recommended. Several excellent motels near Duke University.

Parking

Use hotel parking garage (across the street and around the corner) for your car. All outside events, with exception of tour of Duke Gardens, are within easy walking distance of the hotel.

Sunday Night Dinner

Members of the '58 Pharmacy Graduating Class, University of North Carolina, attend the dinner as guests of Mr. C. T. Council, President of the B. C. Remedy Company. A special table will be reserved for this group.

Sponsors

Auxiliary Brunch—Pet Dairy Products Company

Auxiliary Fashion Show—Montaldo of Durham.

Auxiliary Luncheon—Southern Dairies

Golf Tournament—B. C. Remedy Company.

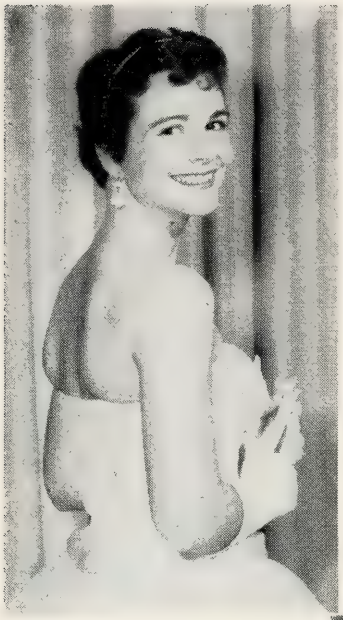
50 Plus Winner—Justice Drug Company

Officer Reception—Reaco Products

Peabody Party—Peabody Drug Company.

TMA Party—Traveling Men's Auxiliary

FOR ADDITIONAL DETAILS, SEE CONVENTION SECTION, PAGES 86-97



MEET

"Miss North Carolina"

IN DURHAM AT THE PEABODY PARTY
MONDAY NIGHT, APRIL 14

Sponsored by

PEABODY DRUG COMPANY
Durham, North Carolina

Hear the Famed

Duke Ambassadors

Foremost
College Dance Band
in the Southeast





And Durham's Dancing Quintet, Too!

Announcing a **NEW** *form of* PEN·VEE

with higher solubility for higher, faster blood levels

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in infections susceptible to penicillin including many formerly requiring parenteral penicillin

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- **PEN·VEE K accelerates clinical response by its rapid penicillinemia and prompt tissue availability**

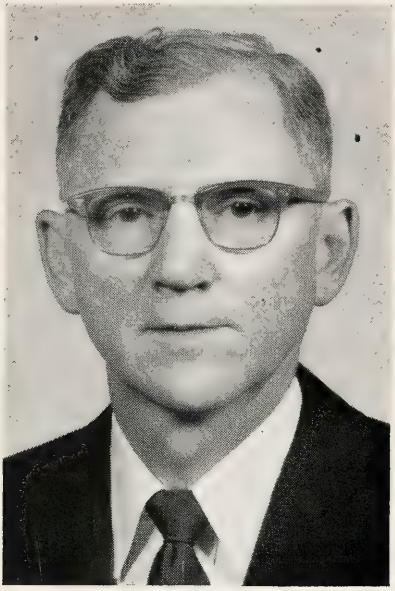
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Tablets, 125 mg. (200,000 units), vials of 36	**$ 6.48**
Tablets, 250 mg. (400,000 units), vials of 36	**10.80**

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TO PRESIDE AT BUSINESS SESSIONS IN DURHA



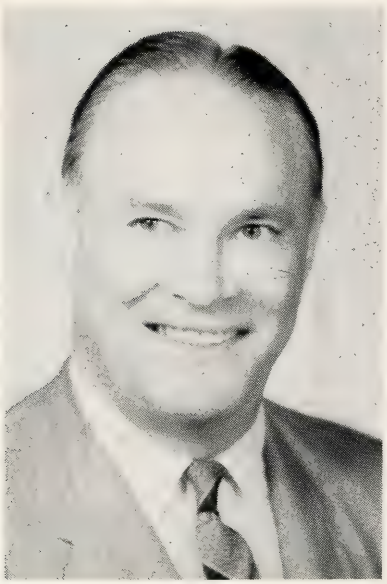
C. D. BLANTON
N. C. Pharmaceutical Assn.

Presiding Officers

NCPA President Blanton will open joint session on Sunday night, April 13, preside over four NCPA business sessi on the two following days. His "presid address" is scheduled for Monday morn April 14.

The TMA's, with R. C. NeSmith, pres ing, have a number of special events plan this year, as a part of their annual me ing, Tuesday morning in the Wedgwo Room of the Washington Duke. The TM officers will be installed Tuesday afterno as a part of the joint installation ceremo

Mrs. Welch heads the largest organizati of its type in this country. Her report alo with reports from the locals and committ will be heard Tuesday morning in t Wedgwood Room (preceding TMA me ing). Organized in 1920 with 26 membe The Woman's Auxiliary now has a me bership of 601.

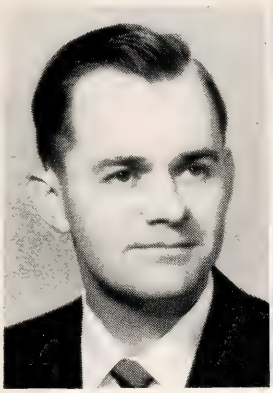


R. C. NESMITH
Traveling Men's Auxiliary

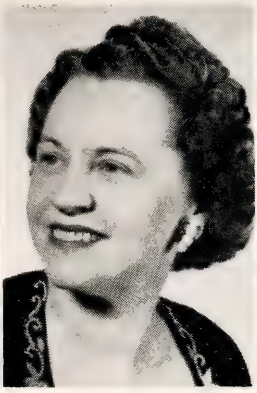


MRS. W. DORSEY WELCH, JR.
Woman's Auxiliary

THE CONVENTION COMMITTEE LEADERS



RALPH P. ROGERS, JR.
NCPA



MRS. J. FLOYD GOODRICH
Woman's Auxiliary



O. G. DUKE
TMA

N. C. P. A. Convention Committees

Local Secretary

Ralph P. Rogers, Jr.,
Rogers Drug Company, Inc., Durham, N. C.

Executive Committee

James R. Casteel
J. C. Harris, Jr.
I. T. Reamer
Ralph P. Rogers, Jr.
Gerald M. Stahl

Housing-Transportation

J. C. Harris, Jr., Chairman
James Edward Arena
J. Frank Ferguson

Reception

James R. Casteel, Chairman
V. A. Shore, Jr.
W. P. Wells

Decorations

I. T. Reamer, Chairman
Hunter L. Kelly
John M. Pickard

Special Events

Alfred H. King, Chairman
J. C. Harris, Sr.
Mrs. Patsy Upchurch Latta

Dinner (Sunday Night)

Gerald M. Stahl, Chairman
Albert W. Clayton, Jr.
H. Eisenberg
E. Lloyd Riggsbee
Mrs. Joyce Nelson Stanford

Welcome

C. T. Council, Co-Chairman
Ralph P. Rogers, Sr., Co-Chairman
D. Leonard Boone
Mrs. Elsie Booker
G. D. Booth
S. O. Brewer, Sr.
M. S. Burt
Claude C. Cannon
R. G. Kale
W. F. Lynch
D. M. McKay
A. P. Schlagel, Jr.
Oscar L. Umstead

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Convention Displays—Exhibits

1. Coca-Cola and Lance will be back with their customary refreshment stands. (To be located near the entrance of the Crystal Ballroom.)

2. To complete their fund-raising project The Woman's Auxiliary will have on display and for sale a number of professional items, such as key tags, lapel buttons, cuff link sets and the like. Mrs. David McGowan of Chapel Hill will supervise the sale of this merchandise.

3. Initial distribution of The Dental Formulary will start at the Convention, with one free copy going to each NCPA-member pharmacy. Members of the Dental Formulary Committee (W. W. Taylor, Chairman) will supervise this phase of the program.

℞ BOXES AND LABELS

E. N. ROWELL CO. INC.
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M. C. GRIER
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Monroe, North Carolina
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CONVENTION HEADLINER



ROBERT E. ABRAMS

Hear this brilliant speaker discuss: "The Pharmacy—What Makes It Tick" as a part of the NCPA business session, Monday morning, April 14.

Mr. Abrams is Executive Secretary of the American College of Apothecaries and Managing Editor of **The Voice of the Pharmacist.**

A graduate of the Philadelphia College of Pharmacy and Science, Mr. Abrams has appeared on the program of over fifteen state pharmaceutical conventions. He is acknowledged to be one of the foremost of our younger pharmaceutical leaders in this country.

Creative Ideas Conference

THE TIME:

Monday, April 14, 2:30 P.M.

THE PLACE:

Ballroom of The Washington Duke Hotel.

THE PLAN:

Fourteen tables, each accommodating 4 persons, will be set up in the ballroom of the headquarters hotel. At each table (to be identified with an appropriate sign) will be a conference leader and a recorder.

Subjects (listed below) will be discussed for 30 minutes in this order: (1) Facts bearing on the problem; (2) Possible solutions to the problem; (3) Selection of best solution; and (4) Recommended action to be taken.

At conclusion of general discussion, conference leader summarizes (for entire group) decision reached at his table. Summary of each subject limited to five minutes.

HOW TO BENEFIT:

Attend the Monday afternoon session. Take seat at table where subject of special interest will be discussed; join in the discussions.

THE SUBJECTS

1. Credit and Collections
2. Delivery Service
3. Public Relations
4. Personnel
5. Fair Trade
6. Inventory Control
7. Prescription Pricing
8. Effective Advertising
9. Rx Returns (by customer)
10. Taxes—State & Federal
11. Inter-Professional Relations
12. Pharmacy Education
13. Pharmacy Legislation
14. Pharmacy Law Enforcement

THE WOMAN'S AUXILIARY PROGRAM

Sunday, April 13

Register during afternoon; attend dinner and program (Address by Senator Ervin) at night.

Monday, April 14

Brunch in the Crystal Room, 11 A.M. Sponsored by Pet Dairies. Tour of Duke Gardens, 2 P.M. Peabody Drug Company Floor Show and Dance, 7:30 P.M.

Tuesday, April 15

Business Session, 10 A.M. Luncheon (sponsored by Southern Dairies) and Fashion Show (sponsored by Montaldo) 12:45 P.M. Joint Officer Installation 5 P.M. TMA Floor Show and Dance, 7 P.M.

Prizes

Prizes will be given away at the Brunch and Luncheon-Fashion Show. For prompt attendance at the business session (tickets will be distributed for 15 minutes prior to start of session) a prize of exceptional value will be given to some lucky winner.



Plan Ladies Program—Mrs. J. Floyd Goodrich, chairman (with notebook) and seated: Mesdames James R. Casteel, W. J. Smith and I. T. Reamer. Standing: Mesdames W. W. Morton, Ralph Rogers, Sr. and Jr.

Queen for Three Days

Your Convention meets in Durham, April 3, 14, 15. The Durham members, with Mrs. Floyd Goodrich as Convention Chairman, have been working for months to make this a very memorable occasion. Every type of entertainment imaginable is being planned for us,—dinner, brunch, garden tea, luncheon, golf, and dances. Could we wish for more?

At the business session on Tuesday morning, you will hear of the work being done by the Auxiliary. If you would like to be "Queen for Three Days," then be in **Durham on April 13, 14, 15.**

Louise Welch
President, Woman's Auxiliary

"Greetings to All"

We are happy to welcome you to the convention of the North Carolina Pharmaceutical Association and its auxiliaries, to be held at the Washington Duke Hotel, Durham, N. C., April 13th through 15th.

The Convention Committee is working "over time" to arrange an attractive program for you, besides the fun of all being together again.

It is your convention and we hope you can come and enjoy the many events being planned for your pleasure. There will be "spicy" meetings, good food, excellent music, and dancing galore!

Looking forward to seeing you in Durham, and Best Wishes for very happy and prosperous 1958.

Elsie Goodrich
Convention Chairman

Woman's Auxiliary Convention Committees

Executive Committee

Mrs. J. Floyd Goodrich, General Chairman
Mrs. C. T. Byerly
Mrs. J. R. Casteel
Mrs. Harold Daniels
Mrs. R. C. Hutcherson
Mrs. Hunter Kelly
Mrs. W. W. Morton
Mrs. I. T. Reamer
Mrs. G. O. Peel
Mrs. Ralph Rogers, Jr.
Mrs. Ralph Rogers, Sr.
Mrs. R. E. Weathers

Brunch

Mrs. W. W. Morton
Mrs. M. S. Burt
Mrs. A. G. Cox

Luncheon and Fashion Show

Mrs. R. C. Hutcherson
Mrs. L. S. Sullivan
Mrs. R. P. Rogers, Jr.
Mrs. R. P. Rogers, Sr.

Tour

Mrs. R. E. Weathers
Mrs. G. O. Peel
Mrs. Oscar Umstead

Registration

Mrs. G. O. Peel Mrs. F. A. Stovall

Decorations

Mrs. I. T. Reamer Mrs. Claude Cannon
Mrs. C. T. Byerly Mrs. Hunter Kelly

Publicity

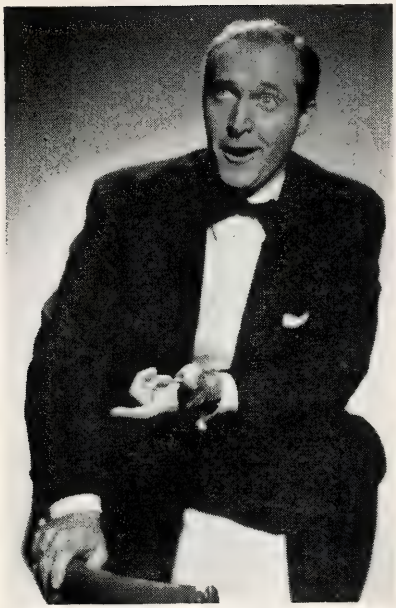
Mrs. Hunter Kelly
Mrs. R. P. Rogers, Jr.
Mrs. R. P. Rogers, Sr.

Hospitality

Mrs. Harold Daniels
Mrs. D. L. Boone, Sr.
Mrs. G. D. Booth
Mrs. S. O. Brewer, Sr.
Mrs. C. T. Council, Sr.
Mrs. A. H. McDonald
Mrs. B. W. Spencer, Jr.
Mrs. E. S. Swindell
Mrs. W. P. Wells
Mrs. F. J. Williams

Prizes

Mrs. J. R. Casteel
Mrs. A. W. Clayton, Jr.
Mrs. Zack Lyon
Mrs. A. P. Schlagel
Mrs. Gerald Stahl



THE TRAVELING MEN'S AUXILIARY
PRESENTS

Danny Dillon

from the

LAND OF LAUGHTER

TV Star on Ed Sullivan, Robert Q. Lewis
and Garry Moore Shows

PLUS

Three "Show Stopper" Variety Acts
Monday, April 14, 7 P.M.

"The Moon Over Miami Man"

Dean Hudson

ORCHESTRA AND SHOW

Returns for the TMA Dance





Jo Ann Davis

"Miss Winter Park"

THE TMA'S
CUE CARD GIRL

The TMA'S Entertain Tuesday Night, April 15

The Traveling Men's Auxiliary has scheduled an exceedingly entertaining program for all who attend the convention. Arranged by O. G. Duke of Raleigh, the TMA Entertainment Chairman, a top talent variety show will be staged in The Carolina Theatre. A dance (Dean Hudson Orchestra) follows in the ballroom of The Washington Duke Hotel.

Doors to The Carolina Theatre will open at 7 p.m. The show, including some warm-up surprises, starts promptly at 7:30.

As a special feature this year, the TMA will award some valuable door prizes. These, in addition to the golf prizes, will be given away at 9:00 p.m.

The dance starts at 10:30 p.m. in The Washington Duke Room of the Washington Duke Hotel; runs to 1:30 a.m. Dean Hudson—"The Moon Over Miami Man"—and his orchestra will supply the music.

Golf Tournament

Convention golf tournament at the Hope Valley Country Club, Monday, April 14. Tee-off time at 9:30 a.m.

Committee in charge: W. W. Morton, Chm., C. T. Council, Jr. and F. F. Potter.

Green fees paid by B. C. Remedy Company. Prizes donated by wholesale druggists of North and South Carolina and Virginia.

TMA Business Session

The annual business session of The Traveling Men's Auxiliary will be held Tuesday morning, April 15, in The Wedgewood Room of The Washington Duke Hotel.

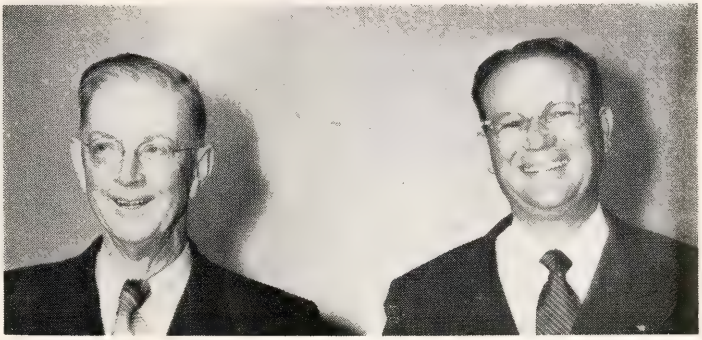
In addition to regular reports, some special events have been planned for the meeting. R. C. NeSmith, president, will preside; J. Floyd Goodrich, secretary-treasurer, will balance the books (Floyd is counting on 200 TMA-attending $15.00 members).

An Aggressive Organization

More than three hundred medical service and sales representatives and executives of wholesale and pharmaceutical houses are organized as The Traveling Men's Auxiliary of the NCPA. More than half of the TMA membership is expected to attend the Durham Convention.

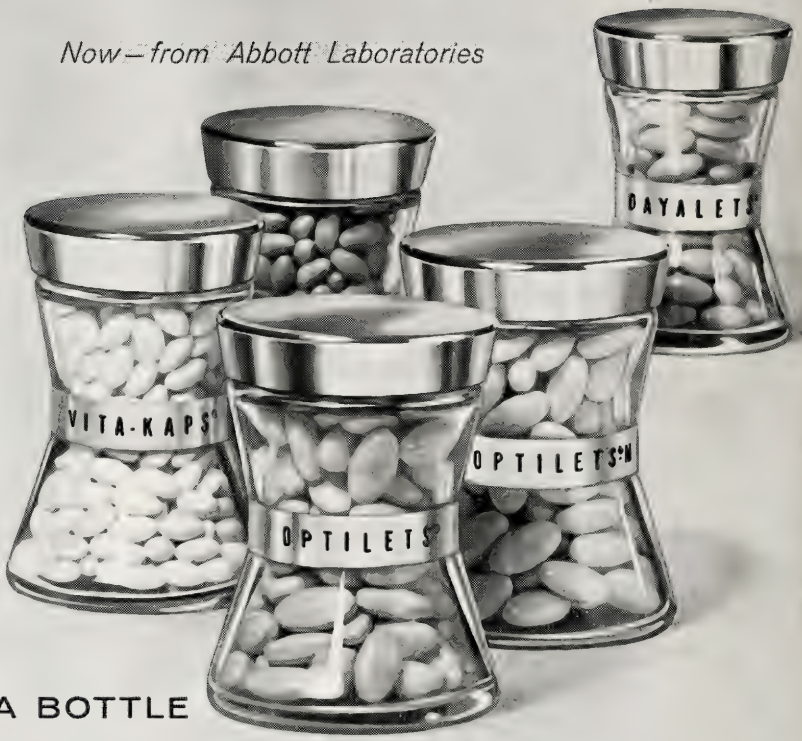
Annually, for many years the TMA's have entertained the Convention delegates at a party—customarily the closing feature of the annual meeting. This year, under the capable leadership and planning of O. G. Duke of Raleigh, the TMA is bringing a show to Durham that includes some of the nation's top entertainers. And, we are told, some prizes of exceptional value will be given away during the TMA Party.

It's Tuesday night, April 15, at the Carolina Theatre in Durham.



J. Floyd Goodrich (left), TMA Secretary-Treasurer, and W. W. Morton, Chairman of the Golf Tournament Committee, expect a big turnout for the Durham Convention.

Now—from Abbott Laboratories



A BOTTLE

UNLIKE ANY YOU'VE EVER SEEN

FOR NUTRITIONAL PRODUCTS

simple in line,

brilliantly capped and ringed in gold . . .

a bottle of taste and elegance

Available now, without extra cost to you or your customer, in the following quality Abbott nutritionals: DAYALETS® (100's), VITA-KAPS® (250's), VITAKAPS®-M (250's), OPTILETS® (100's) and OPTILETS®-M (100's).

designed by Raymond Loewy, famous designer and package consultant

35 Licensed to Practice Pharmacy

Thirty-two candidates passed the examination for registration as pharmacists held at the University School of Pharmacy and at the Institute of Pharmacy on February 18-20.

Three other pharmacists were registered by reciprocity.

Edwin Wilson Edmondson of Pinetops obtained the highest average on the examination and led the board. Charles Peter Copses of Charlotte, Renus Edgar Rich, Jr. of Harmony and Edwin Marvin Smith of Chapel Hill tied for second highest average.

Others receiving licenses are James Wesley Anderson and James Edward Arena of Durham; Loretta Jean Barefoot of Asheville; Charles Glenn Barger of Concord; Russell Elliott Brummitt of Henderson; Shirley Weaver Bumgardner of West Jefferson; Ernest Leroy Carraway, Jr., of Williamston; Peggy Black Chandler of Kannapolis.

Samuel Evans Comstock of Columbia, S. C.; Ben Carter Courts of Reidsville; Wilbur Aubrey Crumpler of Raleigh; Pete Delon Freeman of Asheboro; James Thomas Ingram of Roanoke Rapids; Alpheus Jones, Jr. of Warrenton.

Jerry Robert Leatherwood of Waynesville; John William Leonard of Lincolnton; Mack Elmo McCorkle of Roxboro; William Herndon Mast of Sugar Grove; Roger Carlton Mills of Tabor City; Fred Owen Phifer of Marshville; Janice Pipes Priest of Asheville; Bill Proffitt of Spruce Pine.

Mary Sue Cheek of Yadkinville; Edwin Marvin Smith and Jack Loyd Tyler of Chapel Hill; Maurice Edward Underwood of Wilmington; Hobart Glenn Whaley of Graham; Charles Slater Williams of Durham; Joseph Zambito of Raleigh.

The following candidates were registered by reciprocity: William A. James of Belmont, from South Carolina; Donald C. Lambeth of Morganton, from South Carolina; and William Lyman Mayson of Clemson, S. C.

New Pharmacies

Westerly Hills Drugs, Inc., 3438 Wilkinson Boulevard, Charlotte. Stanley S. Slesinger and others, owners; Eldon McDaniel, pharmacist in charge.

Change in Ownership

Center Walgreen Agency Drugs, Jonesboro Heights, Sanford. Emory M. Watson, R. N. Watson and Fred Ray, Jr., owners; E. M. Watson, pharmacist in charge.

Center Drug Store of Durham, Inc., 2926 Roxboro Road, Durham. John M. and Kathryn H. Pickard, owners; John M. Pickard, pharmacist in charge.

Asheboro Drug Company, Inc., 132 Sunset Avenue, Asheboro. Kenneth Hilliard, James H. Fox and others, owners; W. A. Clodfelter, Jr. pharmacist in charge.

Reciprocity License

William A. James (from S. C.) with Robinson's Drug Store, Belmont.

Donald C. Lambeth (from S. C.) with Kibler Drug Store, Morganton.

William Lyman Mayson (from S. C.) with Wilson Drug Company, Hendersonville.

Hole-in-One

It has been duly verified: Sanford's Robert Neal Watson, in a recent tour of the golf course, hit his first hole-in-one off the tee.

A non-golfer wrote: Sugar in the morning, Sugar in the tea, Sugar on the golf links, But that ain't for me.

Career Talk

Latest pharmacist to participate in a "Career Day" was Hal C. Reaves of Asheboro, who, on March 13, addressed a group of local high school students. Stressed was the many opportunities in the field of Pharmacy.

In Germany

John W. Polk is working as a pharmacist in a small dispensary in Goeppingen, Germany.

Mail will be appreciated from friends and UNC classmates. His address: Pfc. John W. Polk, US 53292092, 29th Medical Det., APO 326, New York, N. Y.

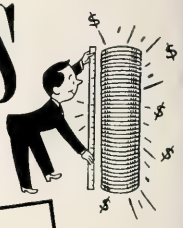
you know, **BUT...**

do your clerks know?



larger unit sales mean

BIGGER PROFITS



display and sell the "FAMILY PACK"



50 POWDERS

or

100 TABLETS

REPLACEMENT OR REFUND OF MONEY
Guaranteed by Good Housekeeping
IF NOT AS ADVERTISED THEREIN

...a better value for your customer!

Upjohn Sets Unusual Unicap Premium Offer

The health "magic" of vitamins and the cooking magic of spices has been joined in a hard-hitting merchandising "first" by The Upjohn Company, with a promotion aimed at bringing more vitamin sales into the drug store.

Planned for nation-wide impact, Upjohn has introduced a unique spice label premium offer as a wedge for greatly increased sales of Unicap 250's. Backed up by eye-catching advertising in five of the most widely read consumer magazines, the premium offer is designed to produce queries directly at the point-of-sale: the drug store.

Procedure on fulfillment of the premium offer will also be tied in directly with pharmacy sales of Unicaps. Package stuffers which can be mailed to The Upjohn Company, plus 25¢ for costs and handling, will be made available to pharmacies well in advance of the announcement to consumers. Addditional promotional material for the premium offer will include colorful counter display cards.

A point-of-sale "fact sheet" pin-pointing the most important information concerning the use of spices (vitamins and nutrition), will also be distributed to pharmacies in advance of the premium offer announcement.

National publicity supporting the Unicap-spice label offer is planned to coincide with magazine advertising of the premium. Feature stories, photographs, radio and TV scripts will be released during the promotion to every daily newspaper, radio and TV station throughout the nation. Pre-printed and illustrated features on the spice label deal will also be distributed to the major weekly newspapers and shopping guides to spark local interest in the offer.

Included in the special premium deal are: A set of 16 distinctive spice labels designed especially for the Unicap-250 jar and a comprehensive, authoritative and just-completed booklet, "How to Use Spices" prepared under the direction of the American Spice Trade Association. The booklet includes 150 new recipes and spice tips.

The objective of the Unicap spice label promotion is simply expressed in the premium offer's consumer advertising copy: "Start a Spice Collection while Building Your Family's Health." With increasing homemaker interest in the use of spices, the distinctive gold, white and black spice labels will provide an incentive for regular purchases of Unicaps in order to complete the set of 16 spice containers. Long-range aim of the promotion is, of course, to "convert" new Unicap customers into regular vitamin users.

This Month's Cover

W. S. Wolfe, pharmacist-operator of the W. S. Wolfe Drug Company of Mount Airy, is shown holding a plaque which was presented to him at a recent Merchants Association banquet, held in Mount Airy.

Recognized for more than 30 years of continuous service as a member of the Mount Airy Merchants Association, Mr. Wolfe has been closely and actively identified with the organization as its president and a member of its board of directors. He has also served as president of the State Merchants Association.

Following the presentation, which was made by another pharmacist, A. B. Macon, it was announced Mr. Wolfe had been unanimously elected honorary chairman of the board of directors of the Mount Airy Merchants Association.

Picture—Courtesy of R. J. Berrier of *The Mount Airy Times.*

FOR SALE

Complete set of used drug store fixtures, including fountain, carbonator, compressor, etc. Everything needed to fully equip a drug store or sundry shop. Any reasonable offer accepted. B. F. King. Phone 6241, Guilford College, North Carolina.

PRESSED FOR SPACE FOR ℞ CHEMICALS?



If your stockroom is all choked up and shelf-space is at a premium, rely on your Merck service wholesaler. In case of an ℞ emergency, he's as near as your phone . . . ready to speed your way any of the hundreds of Merck Prescription Chemicals. Remember service is his business, just as quality chemicals are ours.

CALL YOUR MERCK SERVICE WHOLESALER

NORTH CAROLINA

Dr. T. C. Smith Co.	Asheville	The W. H. King Drug Co.	Raleigh
Burwell & Dunn Company	Charlotte 1	Robert R. Bellamy & Son, Inc.	Wilmington
Scott Drug Company	Charlotte 1	O'Hanlon-Watson Drug Co.	Winston-Salem 1
The Peabody Drug Co.	Durham		
Justice Drug Co.	Greensboro		

SOUTH CAROLINA

The Geer Drug Co.	Charleston 9	King Drug Company	Florence
McKesson & Robbins, Inc.	Columbia 1	The Geer Drug Co.	Greenville
		The Geer Drug Co.	Spartanburg

MERCK & CO., INC., RAHWAY, NEW JERSEY

MERCK

Dividend Declared

A cash dividend of 10 per cent on its one dollar par value stock has been declared by Drug Specialties, Inc., of Clemmons.

Sales of the company amounted to $301,000 last year, a twenty per cent increase over the previous year. Sales in 1945, the year the company was organized, was $12,000.

L. P. Mayrand heads the company's research and development department. Research is proceeding in the fields of cardiology and arthritis.

Officers of the company are: H. W. Barber, Jr., president and general manager; William A. Welch, vice-president, treasurer and general manager; and W. G. Burton, secretary and plant superintendent.

Medical advisers are: Dr. B. B. Pool and Dr. John Bender of Winston-Salem; Dr. H. C. Landon of North Wilkesboro; and Dr. Glenn Pool of Myrtle Beach, South Carolina.

Narcotics Taken

Fifty bottles of narcotics, including morphine, demerol, cocaine and codeine, and $200 in cash were stolen from the Dobson Drug Store, Dobson, N. C., in a January 25 robbery.

The burglary is being investigated by the State Bureau of Investigation and the Surry County Sheriff's Department.

Tells Collector: Be Pachant

That "RSVP" dues collection letter mailed out as a sample collection letter in last edition of the *Tar Heel Digest* brought results, one pharmacist reports.

As suggested, he reproduced the letter and enclosed with some past due statments. Results were immediate. Folks started paying up.

In this connection, here is letter received by another pharmacist, who apparently hit one of his customers when in ill humor:

"I got your letter about what I owe. Now be pachant. I ain't far got you. When I have the money, I will pay you. If this was the Judgment Day and you was no more prepared to meet your Maker than I am to meet your account, you sure would go to hell. Trusting you will do this."

A few weeks ago we found Paul Gamble of Monroe chuckling over some letters which he had stored in an envelope marked "strange notes and spellings." Our curiosity aroused, we asked for a look-see.

After discarding one pencil-scribbled item marked "moe pep," this one struck our fancy: "Dear Mr. Paul: I no you would want to no what is the matter so I am trying to let you no. I am catching hell. I were fired on my job the oter week. I will tell you when I see you this week."

Light Stuff

- For some reason this bit of news missed the headlines: Miss Lola Mason, TV starlet, was named "Miss Frozen Rabbit Meat of 1957."

- Sign on TV set: "For sale. Its had only one owner—a little old lady with weak eyes."

- New magic mixture: Sprinkle the mixture on your garden and nothing will grow, leaving you leisure for many other things.

- In case you are interested, we spend (per capita) three cents for research into the distressing things that go on inside the human head; two cents for improving the looks of human hair.

- Progress: It costs more to keep Federal employees in paper towels today than it cost to run the whole Federal Government in 1908.

- Somebody got a PhD degree on a dissertation on "The Micturition Pattern of the Dog." Before you hasten to the dictionary, the gent was writing about "What Makes Dogs that Way About Fireplugs."

MANAGER WANTED: Am interested in employing experienced pharmacist, age 35 to 40, as manager of well established pharmacy in small town. To right man, will sell part interest or work with percentage of profits. GCJ—SR.

23rd
Vitamin success story



SQUIBB *beginning our second century of service to pharmacy and medicine*

Vitamin business home to stay

in Asheville, North Carolina

"We firmly believe our vitamin business is home to stay, for sales have been climbing steadily ever since we began to fight back!

"Our sales staff is well trained so that they can talk vitamins intelligently . . . we carry the products of well-known, dependable pharmaceutical houses . . . we, and our customers, know the importance of doing so.

"The genuine interest given our mass displays last year delighted us. In addition, we now mail Squibb's 'Hidden Hunger' brochure to all our customers. This tie-in step has doubled the effectiveness of our displays.

"To pin down the problem more completely, we have also started to use local advertising. All told, we think we've proved that a Fight Back program *can* bring the vitamin business home to stay."

W. Moss Salley

W. MOSS SALLEY

Moss Salley, Jr.

MOSS SALLEY, JR.
Salley's Pharmacy

Recommend "BC" with Confidence...



America's Fastest-Selling Headache Powder

. . . And As A Tablet—

A Nation-wide Success Selling Faster Each Day

REPEAT SALES ASSURED!

"BC" is the product of a well-established firm that has continually manufactured "BC" . . . and nothing else . . . for almost a half century.

As you will recognize on the label, "BC" contains a number of well-known ingredients widely recommended for the relief of pain. These ingredients are compounded and "BC" is produced under the finest pharmaceutical-type conditions in a modern plant.

You can recommend "BC" with confidence. The gentle but effective relief of "BC" will bring you repeat sales.

BC

OVER 89 MILLION PACKAGES A YEAR

backed by hard-hitting local and national advertisin

B. C. REMEDY CO.

DURHAM, NORTH CAROLINA

Justice Building New Home in Greensboro

Construction of a 60,000 square foot, two-ory building to house the Justice Drug ompany is underway in Greensboro.

The new $300,000 structure will be lo-ated on Valley Park Drive, east of Greens-oro's Memorial Auditorium.

A sketch of the new building appears be-w. Facilities will include more than 100 elving arrangements, floor-to-floor con-eyors, display rooms and a snack bar for mployees.

Offices will be in the front of the main oor for S. T. Forrest, president, William . Brewer, vice-president in charge of sales; . F. Hayes, vice-president; and C. J. Kee, ecretary-treasurer.

Mr. P. A. Hayes, president of the firm rom 1921 through 1957, now chairman of he board of directors, will have offices in the new building, which is expected to be completed by September 1.

Commemorating 75 years of service to the pharmacists of Virginia, West Virginia and North Carolina, Gamble M. Bowers, II, vice-president and general sales manager for Owens, Minor & Bodeker, Inc., wholesale drug firm of Richmond, Va., is presented with a gold prescription bottle by Russell B. Flanigan of the Owens-Illinois Glass Co., as Philip M. Minor, vice-president of the drug company observes the ceremony. Established in 1882 by Otho O. Owens and George Gilmer Minor, I, the company later purchased the accounts and the name of the Bodeker Drug Co., a Richmond wholesale drug firm for more than 100 years.





Sixty Years of Justice

On February 15, 1958 Justice Drug Company completed 60 of service to the retail druggists of North Carolina. The policies established and maintained by the firm have always been directed toward the support of the retail druggist and these policies will continue in that direction in the years to come. It is anticipated that the firm on or about the first of August 1958 will occupy a modern up-to-date 60,000 square-foot warehouse to be located adjacent to the War Memorial Coliseum.

Mr. P. A. Hayes, Chairman of the Board of Justice Drug Company was saluted over Radio Station WBIG Greensboro, N. C., February 18th in recognition of civic interests and participations, as well as for outstanding achievements.

O. C. Trogdon and W. H. Andrews, salesmen for Justice Drug Company, were honored for Salesmen of the Year 1957 at the annual dinner given by the Piedmont Sales Executive Club which is affiliated with the National Sales Executive Club. This is the third consecutive year Mr. Trogden ha received the award presented by this clu

Design for Survival

Dr. William J. McAnally, Jr., MD, MPH Medical Officer, Federal Civil Defense Ad ministration, Region Three addressed th pharmacy students on "The Role of th Pharmacist in Civil Defense" in the aud torium of Howell Hall on Wednesda March 19. This lecture was given as a pa of the week-long Carolina Symposium o Public Affairs. Theme of the program Design for Survival.

Returns to Lexington

The addition of Edward R. Lanning t the professional staff of the Communit Drug Store, Lexington, gives the firm thre pharmacists: George White, Stanford Tat and Mr. Lanning.

For the past two years Mr. Lanning ha been employed by Reaves Walgreen Agenc Drug Store of Asheboro. He is a graduat of Wake Forest College (1951) and th UNC School of Pharmacy (1955).

Give Yourself a

PROFIT BREAK

by

selling the

ADVERTISED LINE



SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

**A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists**

We Appreciate Your Business



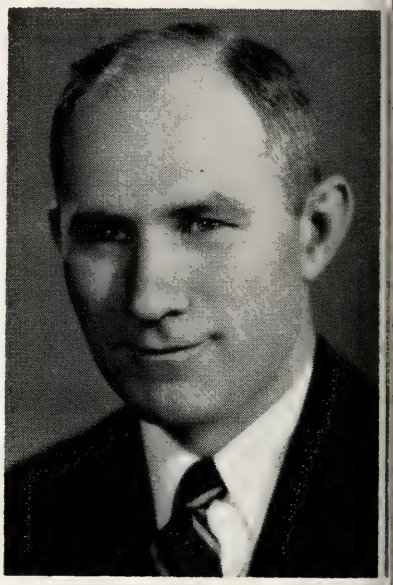
UXILIARY ROOM—Mesdames Haywood Jones, W. Dorsey Welch, Jr. and Thomas J. am, Jr. (left to right) examine the bronze plaque which identifies The Woman's Auxiliary oom in The Institute of Pharmacy, Chapel Hill. Funds for the room, now fully equipped, were raised while Mrs. P. W. Kendall of Charlotte was president of the Auxiliary.

Joint Officer Installation Ceremony, Tuesda Afternoon, April 15, 5 P. M.

W. Dorsey Welch, Jr. of Washington will be installed as president of the NCPA for the coming year at the joint installation ceremony, scheduled to immediately follow the last NCPA business session on Tuesday afternoon.

Guest speaker at the ceremony will be Chancellor William B. Aycock of the University of North Carolina.

A reception, sponsored by Reaco Products, honoring all the newly installed officers of the NCPA, TMA and Woman's Auxiliary, follows the event.



W. DORSEY WELCH, JR.



Officers
Traveling Men's Auxiliary

Seated, left to right: Reuben C. R sell, vice-president; R. C. NeSmith, pre dent; J. Floyd Goodrich, secretary-tre urer. Directors, left to right: R. White, Cecil Williamston, Stephen Forrest and Leon Kimball.

Dental Formularies to Be Distributed at Convention

First copies of the just published North arolina Dental Formulary will be distrib- ed at the NCPA Convention in Durham, pril 13-15.

A booth, manned by pharmacist members f the Committee, will be set up in the eadquarters hotel. One free copy of The ormulary will be available to NCPA mem- er stores. Non-members may purchase opies of the publication from the NCPA.

Following the convention, the committee lans to distribute The Formularies in the arger towns of the state, utilizing the serv- es of the local pharmaceutical societies and ndividuals interested in the program. Un- distributed copies will be mailed direct to NCPA-member stores.

Of the 2500 copies made available by the committee, half goes to the North Carolina Dental Society for use of the Dental Society members in the state.

Compilation of The Formulary has been a joint project of the North Carolina Dental Society and the N. C. Pharmaceutical Association, with each organization bearing half the publication cost.

A significant increase in dental prescriptions is anticipated once The Formulary is in use. Copies of The Formulary will be supplied graduates of the School of Dentistry, University of North Carolina.



Pharmacists-Dentists who compiled the North Carolina Dental Formulary. Dr. Ben Cooper (center), now in Oregon, was replaced by Lloyd Riggsbee. W. W. Taylor is chairman.

Robins

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Tear out for a handy check of
your current stock of these
Robins products that are receiving
special promotion in your area
THIS MONTH

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Robaxin®
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Pabalate®
☐ Tab. 100's ☐ Tab. 500's

Pabalate®-Sodium Free
☐ Tab. 100's ☐ Tab. 500's

Pabalate®-HC
☐ Tab. 100's ☐ Tab. 500's

Donnatal®
☐ Tab. 100's ☐ Tab. 500's ☐ Tab. 1000's
☐ Cap. 100's ☐ Cap. 500's ☐ Cap. 1000's
☐ Elix. 16 oz. ☐ Elix. 1 gal. ☐ Extentabs 100's ☐ Extentabs 500's

Allbee with C
☐ Cap. 100's ☐ Cap. 500's ☐ Cap. 1000's



Why not check your stock of
all Robins products at the same time
—and be prepared

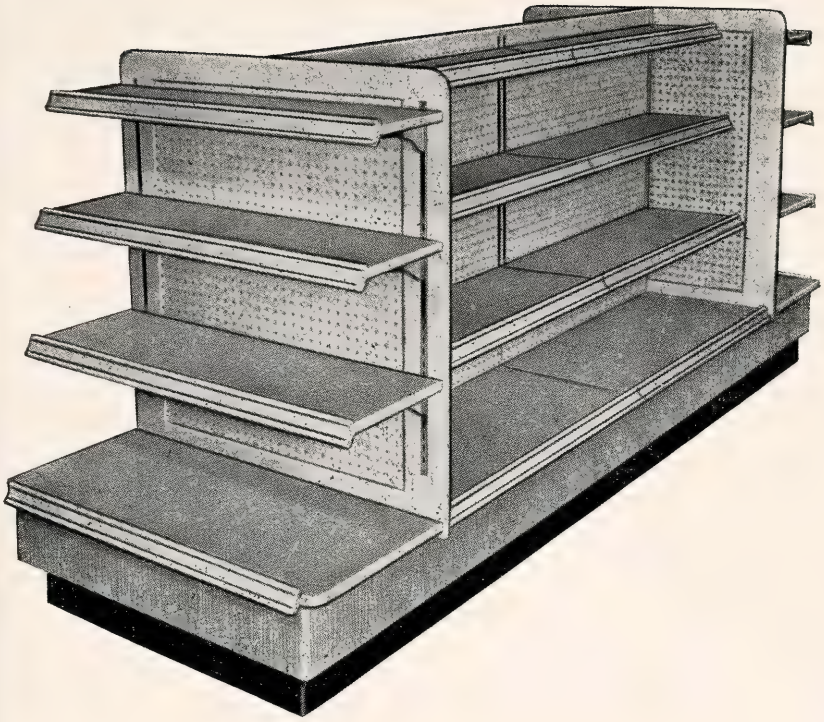
A. H. ROBINS CO., INC., RICHMOND 20, VA.

Tops in Scholarship

Dean E. A. Brecht of the School of Pha
macy, University of North Carolina has a
nounced the names of pharmacy studen
making the Dean's List (average of 90
better) and Honor Roll (average of 92.5
better) for the Fall Semester of 1957.

The Honor Roll included: Ronald Lowe
Austell, Shelby; Barbara Jane Bell, State
ville; Elizabeth Ann Bills, Valdes
Catherine Ann Bolton, Rich Square; Vi
gilia Carswell, Spring Lake; David L
Chronister, Hickory; Hugh Mercer Clar
Pinetops; David Ramsey Davis, Jr., W
liamston; Fred Tucker Fayed, Roanol
Rapids; Thomas Maurice Fraley, Kannap
lis; Edwin Leroy Hansen, Fletcher; Charl
Farris Himes, Brevard; Robert Lonn Hoo
Richlands; Kent Loewe Huffman, Winsto
Salem; James Lewis Inabinet, Winsto
Salem; John Michael Lazarus, Sanfor
William Luther Marsh, Marshville; Robe
Milton Morris, Wilmington; Bernie J
Nance, Salisbury; Thurman Quinton Owe
Jr., Whiteville; James Paul Sheets, We
Jefferson; Edward Lee Smithwick, J
Morehead City; LuRuth Sutton, Raleig
Paul Morgan Walker, Maiden; and Thom
Marion Yost, Weaverville.

The Dean's List also included: Benjam
Walter Bullock, Creedmoor; Donald Kern
Carter, Dallas; Edith Ann Caviness, L
lington; Donald Kenneth Chapman, Wi
ston-Salem; Carl Viggo Christensen, Cha
lotte; Rufus Lynwood Daughtry, Princeto
Charles; Thomas Dixon, Winston-Sale
Wesley Prichard Dockery, Walnut; Dona
Carlisle Dowdy, Roseboro; Jack Stev
Duggins, Asheboro; William Mack Dur
Kannapolis; Gene Raymond Dutton, Hic
ory; William Russell Griffin, Jr., Old For
Jo Ann Hardin, Boone; William Sidn
Harmon, Ahoskie; Loretta Johnson, Ker
Kenneth Lee Lawing, Newton; James Mc
roe Miller, Hickory; Gordon Lee O'Brian
Jr., Sanford; Donald Vance Peterson, W
mington; Terry Julian Pickett, High Poin
William Norman Ponder, Hendersonvill
James Miller Prevo, Thomasville; Sanfo
Scott Price, Clinton; and Jane Lou
Welch, Washington.



GK- 3606 6′ Long Center Aisle Displayer *and* 3606-E 1′ 6″ Long Feature End Displayer

The center aisle displayer pictured above consists of one 6′ long Center isle Gondola with two 1′ 6″ long End Displayers. Each unit is 3′ wide and high. The overall length of the complete unit consisting of three pieces is 9′.

In addition to the 14″ deep bottom shelf, there are three adjustable shelves n each side equipped with price tag mouldings for 1¼″ price tags, mounted n recessed standards and adjustable brackets.

This unit offers flexibility in building mass displays.

GRANT E. KEY, INC.

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YNCHBURG VIRGINIA

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The Best Word to Describe

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(COLOR AND BLACK & WHITE)

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Makers of SUPER-TONE Prints
"Truly the Finest in Snapshots"

County Association Organized

Pharmacists of Fair Bluff, Tabor City, hadbourn, Whiteville and Lake Waccaaw recently organized the Columbus Coun- Pharmaceutical Association.

Gerald Hege of Whiteville is president f the new organization.

Serving with him will be Hubert G. Damon of Tabor City, vice-president; and G. Koonce of Chadbourn, secretary-treasrer.

Host for the pharmacist meeting, which lminated in the formation of the state's test local organization, was J. Aubrey arly, sales representative of the W. H. ing Drug Company.

Next meeting of the Columbus County roup will be on April 8.

Boone To Head Northeastern Club

W. T. Boone, Boone's Pharmacy, Ahoskie, as installed as president of The Northeastn Carolina Drug Club at the organization's ebruary 19 meeting in Williamston.

Other officers to serve for the coming ear: John Mitchener of Edenton, vicesident; C. C. Turner, Jr. of Scotland eck, secretary; and Albert Jowdy of New ern, treasurer.

A Lederle movie, "For More Tomorrows," as shown, with program arrangements un- r the direction of C. B. Clark.

Next meeting of the club will be held in ashington on April 9. Joe Tunstall will in charge of the program.

White Installed

A dinner-dance at The Elks Club in Burington on February 12 honored the newly ected officers of The Alamance Pharmaceucal Society.

Graham White was installed as president the organization. Others who will serve ith him are Seymour Holt, vice president, nd Robert Woody, secretary-treasurer.

A. L. Moir, retiring president, presided uring the installation ceremony. A brief talk by NCPA Secretary W. J. Smith and a prize drawing concluded the formal part of the program.

Members of the club recently inaugurated a uniform prescription program, with a majority of the pharmacies participating. Eventually the new blanks are expected to replace the individual store blanks used in the past. By quantity purchase, the club obtained a very favorable 1,000 unit price.

Durham-Orange

Members of the Durham-Orange Drug Club, meeting at The Little Acorn in Durham on February 25, heard one of the most interesting and informative talks to come their way in many a year: "Headaches and Heartaches of an Alcoholic."

The speaker, Dr. T. T. Jones, a practicing physician, is director of The Alcohol Information Center, Durham, North Carolina.

Dr. Jones said that 80% of the American public drinks alcohol in some form, either occasionally or frequently; alcohol becomes a problem for 5% of this 80%, and 2% end up as alcoholics.

Some tips on what the pharmacist can do when confronted by an alcoholic were given by the speaker. Sample: the ingredients of a "Bone-dry Cocktail."

The club voted to invite the '58 Pharmacy School graduates to its next meeting—a dinner in Chapel Hill.

Vance County

Pharmacists of Vance County met in Henderson on March 13 to hear NCPA Secretary W. J. Smith of Chapel Hill discuss some pharmaceutical problems, with emphasis on the economic picture at the beginning of 1958.

The program was arranged by E. W. (Eddie) Woolard, president of the local club.

IT'S
GOOD
BUSINESS
To Do
BUSINESS
With
GEER!

It's the House That Gives
Y O U

1. Full Line Service
2. Printed Invoices
3. Quick Delivery
4. New Products and Deals Information
5. Buying Guide
6. News Bulletin
7. Price Changes
8. Few Shorts

Remember....
When it comes to
SERVICE
You can depend on
GEER!

1958 Blue Book Lists 169,215 Products

Published on February 26th, the new 1958-59 American Druggist Blue Book—containing 702 pages loaded with 73,386 price changes—lists a total of 169,215 products.

The new edition is printed in the same easy-to-read Blue Book type which is so very popular with pharmacists throughout the nation.

The 1958-59 Blue Book features—exclusively—6 symbols which appear alongside product listings:

- • or **A**.....signifies narcotic drug product
- ♦ or **B**.....oral Rx allowed for narcotic item
- ● or **X**.....signifies exempt narcotic products
- ▲ means that item requires refrigeration
- **Rx**.....signifies products sold on 'Rx Only'
- ★ former 'Rx Only' products now o-t-c

The Blue Book is the **only** national price book using all of these helpful symbols.

An asterisk (*) is used in the Blue Book to denote fair trade minimum prices.

Complete descriptions—including composition, action, uses, dosage, and packaging—of over 1,300 different products are published in the new Blue Book, making it a vital addition to the pharmacist's file of reference data.

The new Blue Book also includes reference articles on the following topics: Latin words and phrases—botanical synonyms—proper methods of storing chemicals—baby products check list—chemicals used against animal parasites. In addition, about 7,200 manufacturers are included in an alphabetical index at the back of the book.

A free copy of the Blue Book was mailed on February 26th to every retail pharmacy in America. Additional copies sell at $9.00 each. Send check or money order to Circulation Department, American Druggist Blue Book, 250 55th Street, New York, 19, N.



AR HEEL DIGEST

Stephen Morris has accepted a position h the Thomas Drug Store of Dunn. He a graduate of the UNC School of Phar- cy, Class of 1956, and prior to locating Dunn, was connected with Warren's Drug ore, Rural Hall.

* * *

E. B. Burch has taken over management the Davis Drug Company of Andrews. A duate of the Southern College of Phar- cy, Mr. Burch formerly operated a phar- cy in Blue Ridge, Georgia, and immedi- ly prior to moving to Andrews, was man- er of the Cole Drug Company, Knoxville.

* * *

The North Carolina chapter of the Na- nal Nephrosis Foundation has established "cortisone bank" in Raleigh's Village armacy. Purpose of the "bank" is to vide cortisone drugs to nephrosis pa- nts at cost.

* * *

Sanford's Board of Aldermen have pro- sed a ban on the sale of gunpowder and sting powder to minors. The proposal veloped following an accident involving a all boy, who was badly burned while try- g to launch a tin can rocket powered with sting powder.

* * *

Members of the Cleveland County Phar- aceutical Association have established a oison Center" with headquarters in the rnwall Drug Company of Shelby. An il- strated article covering the "Center" ap- ared in a recent issue of **The Shelby Star.**

Uninvited night visitors recently removed cash, electric razors and fountain pens from Webster's Drug Store, Fairmont.

* * *

H. H. Dunlap, Jr. of Durham probably traveled further to take in basketball's "ACC Tournament" than any of the thousands who saw Carolina go down in defeat to a strong Maryland team. Dunlap, now stationed in Washington State as a member of the U. S. Armed Forces, logged better than 5,000 miles on his two-way trip across the country.

While in the area, he visited fraternity friends in Chapel Hill and did some "light work" for George Harris at the Glen Lennox Pharmacy.

* * *

Victor L. Smith divides his time between Florida and Western North Carolina. When in the state, he can usually be found in West Asheville at the Ideal Drug Store.

* * *

Mrs. Joyce Stanford, pharmacist at Watts Hospital in Durham, was a recent speaker at a meeting of Nurses Division #5. Her subject was: "Drugs and Their Reaction."

* * *

The Salleys of Asheville, Moss, Jr. and Sr., have received extensive publicity thru appearance of the E. R. Squibb & Sons vitamin promotion advertisements appearing in a number of Southern pharmaceutical journals.

Some eight or ten journals have and are carrying the Salley picture. Here in North Carolina, the message in January and March went out to about 4,000 persons, extending from Murphy to Manteo.

* * *

Greensboro, now busily preparing for its 100th Anniversary celebration, has a local chapter of "The Brothers of the Brush." Some of the pharmacists, without the benefit of a razor for 90 days, sport beards that would have put them in the height of fashion back about the turn of the century. If you attend the Durham Convention, you will get a glimpse of some of these patriotic citizens of Guilford County.

For seventy-three years

- - - - *since 1885*

SEEMAN
OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-ninth volume, and the first printed copy was "Seeman Printed."



The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

A Case of Mistaken Identity

Those pharmaceutical twins have done again, and this times the confused fell was a celebrity.

Jean Provo (Professional Pharmacy, I leigh) was busy filling prescriptions wh the tall fellow walked in and calmly hand her a baseball.

Jean didn't know whether to swallow soak it in turpentine or throw it to thi base.

It seems that on the day before, her tw June West, had met Yankee baseball pitch Tommy Byrne in the pharmacy. She t him how much her ball-playing son admir the Yankee player.

Byrne promised her a baseball au graphed by the entire Yankee team. just delivered it to the wrong twin.

And Byrne, in order to get out of an e barrassing situation, promised to bri another autographed ball for Jean's s who also likes baseball and Byrne.

—A. C. Snow in *The Raleigh Tim*

Gilliam Heads Foundation

Wade A. Gilliam of Winston-Salem is new president of the North Carolina Ph maceutical Research Foundation, succeedi Roger McDuffie of Greensboro.

W. B. Gurley of Windsor was elected vi president of The Foundation; Dean E. Brecht continues as secretary.

The election took place at the 12th ann meeting of The Foundation's board of rectors, held in Chapel Hill in February.

Bennett Announces

Pharmacist Kelly E. Bennett of Brys City has announced his candidacy for North Carolina House of Representativ subject to the action of the Democra voters of Swain County in the primary wh will be held on May 31.

Mr. Bennett is a veteran legislator, h ing served in regular and special sessi of The General Assembly for many yea

He is giving up his present position State Senator, the office rotating, by agr ment, to another county in the district.

Pinnix Fills Million Original Prescriptions

On February 10, 1958, Pinnix Drug Store Kernersville filled prescription number 000,000. Prescription #1 was filled fifty-ree years ago.

The million total does not include ap-roximately half a million refills. The com-ned total is believed to be unsurpassed by y pharmacy in the state.

John M. Pinnix, founder of the pharmacy, still active in the business. Associated ith him are two sons, Joe L., a pharmacist, d John M., Jr.,

Commenting on the milestone reached by e pharmacy, *The People's News* of Ker-rsville had this to say, in part, about Mr. innix: "We know that the success of this od man has been built upon a life of un-lfish service to his fellows, and that, in e final analysis, his true and lasting onument is not his store or the vast num-r of prescriptions he has filled, but rather e love and goodwill he has engendered in the hearts of his friends and patrons since the turn of the century. 'Neighbor,' we salute you!"

Births

Arnold Christopher Day

Mr. and Mrs. Harold Vann Day of Spruce Pine are announcing the birth of Arnold Christopher on February 4, 1958. Mrs. Day is the daughter of Pharmacist and Mrs. Broddie Duke Arnold of Raleigh.

John Wesley Wagner, Jr.

A son, John Wesley, Jr., was born to Mr. and Mrs. Wagner of Charlotte, February 9, 1958. Young John weighed 8 lbs. 9 ozs. at birth.

Ann Finley Price

A daughter, Ann Finley, was born to Mr. and Mrs. Samuel H. Price, Jr. of Mooresville on February 4, 1958. Ann has two pharmacist-grandfathers—Samuel Price, Sr. and A. L. Hogan of Kinston.

Reaco

Reabela Tablets
$8.00 per 1000 $12.00 doz. 100s
Reaco B-Complex with C Tablets
$20.00 Doz. 100s
Reaco A & D Capsules $10.00 Doz. 100s
A. E. P. Tablets $24.00 Doz. 100s
Pyridoxine HCl (B6) 10 mg. Tablets
$2.25 per 100
Pyridoxine HCl (B6) 25 mg. Tablets
$4.50 per 100
Pyridoxine HCl (B6) 50 mg. Tablets
$7.50 per 100
Reavita Capsules $34.80 Doz. 100s
$28.00 per 1000
Neo-Reavita $36.00 Doz. 100s
Reacaps $25.80 Doz. 100s
Rea-Secal $15.00 Doz. 100s

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NEW

for reliable, consistent answers to many antibiotic treatment problems

CYCLAMYCIN

Triacetyloleandomycin, Wyeth

resistant infections (especially staphylococcal)

- effective in many infections caused by bacteria resistant t erythromycin, the tetracyclines, penicillin, streptomycin; particu larly useful against many resistant staphylococci

common infections

- effective in many of the common infections due to gram-positiv organisms (staphylococci, streptococci, pneumococci); also agains some gram-negative organisms (gonococci, H. influenzae)

well-tolerated

- CYCLAMYCIN has not caused serious sensitivity or toxic reaction such as anaphylaxis, micrococcal enteritis, or disturbances in th blood picture

• orally effective • readily, reliably absorbed • high, rapid blood level

SUPPLIED	YOUR COST
Capsules, 125 mg., bottles of 36	$6.0
Capsules, 250 mg., bottles of 36	11.0

Oral Suspension, 125 mg. per 5 cc., bottles of 2 fl. oz. (available soon)

†Based on minimum direct order

Also Available: Oleandomycin Phosphate, Wyeth, for intravenous administration —as a dry powder for reconstitution; each vial contains 500 mg. of oleandomycin base as the phosphate salt.

SUPPORTED BY ALL-OUT PROMOTION

ORDER TODAY!

*Trademark

Wyeth®

Philadelphia 1, P

Know Their Antidotes

Copies of **Clinical Toxicology of Commercial Products,** in addition to list published in the January issue of **The Tar Heel Digest,** have been purchased and are in use in the following pharmacies:

Henriksen's Pharmacy, Wilmington; Taylor Drug Company, Washington; Medical Center Pharmacy, Burlington; Hollowell's Drug Store, Greenville; and Griffin Drug Company, Kings Mountain (for Cleveland County Drug Association).

Salley's Drug Store, Asheville; Innes Street Drug Co., Salisbury; Windsor Pharmacy, Windsor; T. A. Walker, Inc., Charlotte; and Kerr Drugs, Goldsboro.

S & M Pharmacy, Hertford; Tri-City Pharmacy, Kernersville; Hayesville Pharmacy, Hayesville.

Informative Speaker

James Mitchener of Concord continues his excellent, informative talks on "poisons." During February, he gave two such talks. The February 6, he appeared on the program of the 7th District Rural Health Conference in Dallas with a talk, "Household Poisons."

Prior to this, Mr. Mitchener gave a 30-minute talk on "Poisoning of Children" to a group of hospital nurses.

Still later on in the month, he was the speaker at a meeting of the Kannapolis Investment Club. Subject: "Drug Stocks."

Thompson Pharmacy Enlarged

The Thompson Pharmacy, located near Rocky Mount's Park View Hospital, has been enlarged to four times its original size.

To celebrate its renovation, the pharmacy celebrated with a grand opening, prizes being given away every 15 minutes during the day.

To take care of its expanded operation, the sales staff has been doubled (from five to ten employees) and an additional pharmacist added—Don Raper. Leland Parrish, the other pharmacist, has been with the firm for about 15 years.

Ennis L. (Buddy) Pearce is manager and part owner of the pharmacy. He started with the firm in 1935 and bought an interest in the business in 1941.

The pharmacy has one of the longest prescription counters in the state.

Get **CAPUDINE** *From Your Druggist*

Capudine advertisements have been emphasizing this for over 50 years—always promoting the sale of Capudine only through Drug Stores.

We take this opportunity to thank the Druggists of North Carolina for their co-operation in the sale of millions of bottles of Capudine during the past half century, without a complaint from a consumer.

"A Good Product Consistently Advertised"

CAPUDINE CHEMICAL COMPANY
Raleigh, North Carolina

P. J. Suttlemyre Returns to Pharmacy He Established in 1916

City Drug Company (formerly Hickory Drug Company) of Hickory has been reorganized with P. J. Suttlemyre and Mr. and Mrs. Frank Parker as owners.

The original Hickory Drug Company was established by Mr. Suttlemyre in 1916 and operated by him until about fifteen years ago when he sold the business to James O'Daniel. About a year ago, Mr. and Mrs. Parker, Pharmacist Claude Warren and James Barger purchased the pharmacy from Mr. O'Daniel and changed the name to "City Drug Company."

During the 15-year interval, Mr. Suttlemyre has worked in Valdese with Joe Hern at the Peoples Drug Store, made frequent trips to Cincinnati as Treasurer of the American Druggists Insurance Company, and in general, has kept himself informed of pharmaceutical developments, both on the state and national level.

"P. J." says he plans to put in three to four days a week at City Drug. In addition, the pharmacy will have the services of Mrs. W. R. McDonald, III, on a part-tim basis.

John Causey has replaced Mr. Suttlemyr in Valdese. Mr. Warren has accepted position with Purcell's of Statesville.

State Pharmacists Urge Stricter Definition of a Pharmacy

All retail pharmacies should be require by regulation to devote at least 51 percer of their space to drugs, medicines, sic room supplies and allied products, or be pr hibited from calling themselves pharmaci or drug stores, according to a recommend tion to the Board of Pharmacy released b the Execeutive Committee of the New Yor State Pharmaceutical Society.

In a statement, the committee asserte that "The primary function of a pharmac or drug store is to serve the public health The statement continued: "While we reco nize that pharmacists must sell produc other than drugs and medicines to survivi as professional members of the public healt team, we must place our primary emphas on service, not economics."

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.

Wholesale Druggists
Importers & Jobbers
Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years
insures our ability to serve you
satisfactorily



Opens Pharmacy in Salisbury

alisbury's largest pharmacy—Innes Street g Company #3—was opened recently in Ketner Shopping Center. Edwin R. ler and Henry N. Fairley, Jr. are co-ers of the pharmacy.

anager of the pharmacy is Bill E. Pitt-, a pharmacist and graduate of the C School of Pharmacy. Assisting him he prescription department will be Bate Toms.

he new pharmacy will be open from 9 with exception of Friday nights, when ill remain open until 8:30.

ther stores operated by Mr. Fuller and Fairley are the Medical Center Phar-y and the original Innes Street Drug pany, located in the Wallace Building.

P. L. TROTTER, JR.

inkney Lawson Trotter, Jr., 37, of masville, died March 7 following a peri-of declining health.

native of Pilot Mountain, Mr. Trotter nded the UNC School of Pharmacy, duating in 1942. Served in U. S. Naval erve during World War II and, follow-discharge was associated with the Caro-Pharmacy in Chapel Hill for a number years.

mmediately prior to moving to Thomas-in 1950, Mr. Trotter represented Parke, is and Company in a Central North olina area. In October, 1950, he and ry E. Smith of Winston-Salem bought Thomasville Drug Company. Two years r, the two pharmacists added a second rmacy—the Thomasville Prescription vice.

urvivors include Mrs. Trotter, his her, and two sisters.

New Front

he Professional Pharmacy, Raleigh, has ew front. The owner, H. W. Brege, arranged for installation of a new ting system and six new booths to re-e tables formerly in use.

everyone goes for
Pine State
MILK



ICE CREAM



PROFIT FROM THIS EXPERIENCE

Pine State

North Carolina's Choice Since 1919

Howell Hall Happenings

The new catalogue of the School of Pharmacy is now available on request.

Pharmacy owners interested in interviewing graduating students for positions in June are invited to make arrangements through the Dean's Office. It has been found most satisfactory to request an appointment at 3:00 p.m. on Monday through Thursday. The position can be discussed with the group, and then each student can be interviewed individually.

Mr. W. W. Taylor, Instructor of Hospital Pharmacy, has been active in discussing prescription writing with students in the School of Dentistry. One hour lectures were scheduled on February 10 and 13 for Dr. Tucker's class of second-year students and on February 18 for Dr. Hunter's class of fourth-year students.

On February 1 Mr. Taylor and Carl T. Bauguess, Jr. Director of Pharmacy Extension, attended the meeting of the North Carolina Society of Hospital Pharmacists in Charlotte.

The Board of Directors of the North Carolina Pharmaceutical Research Foundation held its twelfth Annual meeting at the School of Pharmacy on February 5. It was most pleasing and impressive that 19 of the 24 directors attended the meeting.

Forty-six students in the fourth-year class 20 wives, and Faculty members, E. A. Brecht and Carl T. Bauguess, Jr., enjoyed the Annual Industrial Trip to E. R. Squibb & Sons at New Brunswick, New Jersey and Lederle Laboratories at Pearl River, New York during the week of February 9-14. The commercial formulation of pharmaceuticals, manufacturer of antibiotics, and manufacturer of related products was most educational. With headquarters in New York City, the group took good advantage of the Broadway shows, free television broadcasts and other attractions of the City. While the Northern weather was cold, the group was fortunate in preceding the big snow which followed on the day of its return to Chapel Hill.

The North Carolina Board of Pharma held its practical examination at the Scho of Pharmacy on February 18. The Facul were the guests of the North Carolina Boa of Pharmacy at a dinner at the Pines February 19, followed by discussion of cu rent problems in the profession.

Students in Dr. Totten's Pharmacogno Class presented a program over WUNC-T on February 19. The following term pr ects were discussed: Peanut by Wesl Dockery of Walnut, Rose by Bruce Hone cutt of Franklinton, Curcuma by Robe Hood of Richlands, Peppermint by Charl Draper Lasley of Draper, Orange Whitaker Moose of Mount Pleasant, a Digitalis by LuRuth Sutton of Raleigh. Kinescope recording of the program w made and is available as a thirty minu program for showing throughout the Sta This sound-movie can be projected over standard 16 millimeter projecter.

Dr. Claude Piantadosi, Assistant Prof sor of Pharmaceutical Chemistry, attend a reunion of Stalag 17 on March 17 in N York City. As a bombardier in World W II he was shot down over Germany and came a charter member in this famous ca for prisoners of war.

Charles Himes, first-year student fr Brevard, was tapped for Phi Eta Sign Freshman Honorary Society.

Student Branches—N.C.P.A. and A.Ph.

Paul Wieseman, Assistant Chemist Norwich Pharmaceutical Company addres the February meeting of the joint Stud Branches on "The Continuing Revolutio

Rho Chi

The Xi Chapter of the Rho Chi Soci sponsored a seminar on February 20 in Pharmacy Library to discuss the opportu ties of graduate study in the specialties the profession. The program was led Dr. James R. Gaskin, Assistant to the D of Graduate School. Members of the Ph macy Faculty took part in an informal pa to answer questions from the students.

Kappa Epsilon

On February 18 at the Institute of Pharmacy Miss Phebe McDonald, Cathage was initiated into Kappa Epsilon, honorary Pharmaceutical Fraternity for Women. Ellen Dunlap, Durham; Scottie Jeanetta Hanna, Hickory; Emily Mauney, Asheville; and Carol Wilson, Durham were pledged at the same meeting.

Kappa Psi

The Annual Banquet and formal dance honoring the pledges was held at the Carolina Inn on February 15.

Historical Notes

By ALICE NOBLE, *Research Historian*

The following item in the **University of North Carolina Magazine** for April, 1878, is interesting and a part of it rather amusing:

"**New Advertisement:** We call the special attention of the students of the University to the advertisement of Drs. Roberson and Harris. Besides keeping stock of the best drugs, they have constantly on hand, the best brands of chewing and smoking tobacco, and the finest brands of cigars. We do not recommend night suppers, but if student will eat out of time, they can find nothing nicer than the canned meats and fruits, which this firm sell very cheap. Mr. J. N. Emerson, their very obliging clerk, will be pleased to wait on the students at any time. Be certain to find out that the article you want is not at Roberson and Harris' before you purchase elsewhere."

The physician-pharmacists were undoubtedly torn between their disapproval of "night suppers," and their desire to sell their wares!

NCPA - WA of NCPA - TMA of NCPA

WELCOME TO DURHAM—

THE HOME OF PEABODY DRUG COMPANY

May your 78th Annual Convention, April 13th, 14th and 15th, at the Washington Duke Hotel, be the most profitable and enjoyable ever.

PEABODY DRUG COMPANY
305 W. Pettigrew Street
Durham, North Carolina

DOINGS

OF THE AUXILIARIES

- **Greensboro—Mrs. George H. Steele, Jr.**
- **Rowan—Mrs. R. B. Julian**
- **Raleigh—Mrs. W. W. Jordan**
- **Charlotte—Mrs. W. G. Fowler**
- **Chapel Hill—Miss Alice Noble**
- **Wilmington—Mrs. James L. Holloway**
- **High Point—Mrs. Claude Lowe**

Charlotte

Thirty members of the Charlotte Druggist Auxiliary were present for the luncheon meeting held Tuesday, February 11th at the Variety Club.

Mrs. J. H. Morris, president, conducted the meeting and Mrs. Victor Riggsbee gave the devotional.

Guest speaker was Ed Moline, director of the Mecklenburg T. B. Association, who used a film to illustrate his talk.

Three prospective members, Mrs. Cliff Hemmingway, Mrs. Ben McLendon and Mrs. Truman Hudson, were welcomed as were two visitors, Mrs. Dean Tainter and her daughter, Ann, of Marion.

Decorations, done by Mrs. F. F. Potter, were in the Valentine motif. Nosegays of sweetheart roses tied with red ribbon in silver goblets formed the centerpieces, and the places of the officers were marked with corsages.

Door prizes went to Mrs. Hemmingway, Mrs. Potter and Mrs. Bland Robinson.

High Point

Members of the High Point Auxiliary met February 13 at the home of Mrs. J. F. Hoffman, with Mrs. Sherrill O. Bailey, president, in charge of the meeting.

During the business session, routine reports were heard. The Auxiliary voted to send a contribution to the Institute of Pharmacy in Chapel Hill.

Plans for the State convention of NCPA and the auxiliary were announe Preliminary planning for the organizatio "Fall Convention Cruise to the Caribbea was also discussed.

An informal social hour followed meeting, during which time the host served a sweet course and coffee.

Rowan

The Rowan Drug Auxiliary met Febru 26 at the Salisbury Country Club for lun eon and a business session. Mrs. Geo Albright presided and Mrs. Ed Fuller g the devotions.

The club voted to give a cash donation the Institute of Pharmacy at Chapel H at which place the March meeting will held.

Program chairman, Mrs. James Fowl introduced Dr. Donald Lomax, who sp on cancer in children.

A guest, Mrs. J. W. Sanborn of Willia ston, West Virginia, was present with members.

Wilmington

The Women's Auxiliary of the Wilmi ton Drug Club met on Thursday, Febru 27, at the home of Mrs. Albert Simeo

Mrs. G. W. Turner presided at the bu ness meeting. The Secretary's report w given by Mrs. P. H. Heaton, Jr. Mrs. V. Lindenschmidt, Treasurer, gave a report the aid being given to the needy child wh the club has been helping. Donations a layette items were collected for the Sal tion Army project. The members then d cussed various plans for raising money send to the School of Pharmacy at Cha Hill. It was decided to ask each member donate used clothing and household ite for a sale.

After the meeting, bridge and canas were played, and refreshments were serv by the hostess.

The club members were pleased to w come Mrs. Lillian Owen and Mrs. Lot Franks as guests.

Greensboro

Speaker at the February 25 meeting of e Greensboro Drug Auxiliary was Dr. B. Davis, who discussed the application three magic words: Good Human Rela-ns. To quote Dr. Davis, "The little things life are the big things to live with."

Our treasurer, Mrs. Buchanan, reported 81.61 on hand with $82.51 as supplement en the candy is sold. A note from Mrs. son was read and her contribution ac-pted.

Mrs. Usher reported that a get-well card s sent to Mrs. Fred Petra; a sympathy rd to Mrs. Fordham on the death of her h, Dr. Fordham; baby shoes to Mrs. Kin-l.

Letters from Mrs. Ruth Morris, Mrs. rsey Welch, president of the state auxil-y, and Mrs. Ben Harward, state member-p chairman, were read.

Mrs. Gwynn reported that since the sched- is full this year for the Medical Auxil-y, they would like to consider meeting h us next year.

Miss Alma Meyers was a visitor. New mbers added to the roll: Mrs. Jean Rus-l, 2208 Pinecrest Road and Mrs. H. L. lker, 305 Waverly Way. Mrs. Ann Knight s a change of address to 3013 Joan enue.

Hostesses were Mrs. J. L. Jones, Mrs. F. Pickard, Mrs. J. V. Farrington and s. J. C. Knight. The door prize was n by Fran Hart.

Chapel Hill

The members of the Chapel Hill Woman's rmaceutical Auxiliary were invited to et with the Pharmacy Wives organiza-n, March 6, at the home of Mrs. W. J. ith on Arrowhead Road in Greenwood. rty-five members of the two organiza-s attended.

special "get acquainted" program was anged and several delightful contests e enjoyed.

eparate short business sessions of each up were held under the direction of the sidents, Mrs. C. C. Wheeler, Jr. of the man's Auxiliary and Mrs. D. D. Win-d of the Pharmacy Wives. There were ussions of the program of the forthcom-ing convention of the North Carolina Pharmaceutical Association and its allied organizations to be held in Durham on April 13 to 15. Chapel Hill will send a large delegation to the meeting.

The Woman's Auxiliary will not hold an April meeting because of the convention. Its next session is scheduled for the first week in May, with Mrs. J. C. Fox to be hostess for a morning coffee hour.

The Pharmacy Wives met for a short business session on the evening of March 13, after which they visited the Style Craft shop near Durham, where they heard a lecture on furniture.

Peabody Buys Home

Purchase of the Goodall Building in Durham, home of the Peabody Drug Company since 1925, has been announced by H. C. Starling, president of the firm.

The Peabody Drug Company was incorporated in 1909 as a successor to the Yearby Drug Company. It became affiliated with the W. H. King Drug Company in the fall of 1936.

Heusner Appointed

Harold A. Heusner has been appointed manager of the Raleigh District, Southeast Region, by Lederle Laboratories.

A native of Scranton, Pennsylvania, Mr. Heusner attended the University of Minnesota. Prior to joining Lederle in 1946, he was employed by Standard Oil Company of New Jersey.

The Greensboro Drug Club

Officers for 1958: President, Marion Edmonds; Vice-President, J. E. Davis; Secretary, W. S. Dukes; Treasurer, Jack Ranzenhofer.

Committee members—Membership and Attendance: S. W. Frontis, Chairman, Al Mebane, George Buchanan. Program and Publicity: Clark Russell, Chairman, Jack Elkin, Ben Collins. Social: Tom Crutchfield, Chairman, Steve Forrest, Dan Walker. Inter-Professional Relationship: Roger McDuffie, Chairman, Sam McFalls, Buck Morris.

Board of Directors: Claude Paoloni, Dave Claytor, Lee Jones, Richard Ross.



A little planning can make the customer's minutes count for you in the cash register and for them in the pleasure of good service. *Chances are, no shopping list.* Surveys show that the majority of customers don't prepare a shopping list. When the shopper leaves home, he usually has only a general idea of what he wants at the store. You can remedy this with "suggestion selling." Suggestion selling comes through word-of-mouth prompting and point-of-sale display. One salesperson replied when I recommended making a suggestion (toothbrush, dental floss, cleansing cream, etc.) on every sale: "But so many people say, 'No, my toothbrush is okay!' or, 'I don't need any today.'" Yes, most people won't buy, but studies show that one out of five will. Regardless of whether it's one out of five, or one out of twenty, if your salespeople make one sale a day by suggestions, they have increased their total sales for that day.

IDEA CHEST. Ask your salespeople to make a suggestion on every sale. Tell them not to say something like this: "How about a new toothbrush?" or "You don't need a new toothbrush do you?" Rather try some thing like this: (For young people) "Give your teeth a treat. Here's a toothbrush that's made for your molars." (For adults) "How about giving your teeth a treat. Our new toothbrush will put that extra sparkle on your teeth, and we have a wide selection of sizes and shapes."

FLOOR ARRANGEMENT HELPS. You want traffic in every part of the store, so eliminate the bottlenecks. Note traffic movements during both slack hours and rus hours. Make the aisle arrangements a invitation to look around the whole stor At the same time, make it possible for th customer who is in a hurry to get what h wants quickly.

COLOR HELPS, TOO. Color is not onl attractive—it has meaning too. Wipe ou the drabness in your store interior wit color. Use it to background merchandise o display, to give emphasis to merchandise i show cases. Use color on the floor as we as the walls. It pays to make your stor attractive.

SPOTS THAT SELL. There are ke positions in your store which are foca points for customer attention—ends o counters, positions at eye level, islands i the flow of traffic, near the cash registe These are good selling spots, good place for new items and fast sellers. But, don' forget, these spots also help move slow sel ing items.

USE CHANGE. People like activity. Ar you a paid up member of the sidewal superintendents' association? Well, whethe you are or not, you probably will go out o your way to see a derrick operate or a bull dozer at work. I know I do. Most peopl are at least honorary sidewalk superintend ents. They like activity and they like change. Try both in your store. A chang will not only attract the customer, but i helps the morale of the salespeople, too

SWEET PUBLIC RELATIONS. My wif ran across a new wrinkle in public relation the other day. She had 'phoned a prescrip tion to local drug store. Upon her arriva at the store she found that business ha been so good during the afternoon that he prescription was not ready. The druggis expressed regret about the delay, but sai it would take a few minutes to get the pre scription ready. "While you're waiting, he said politely, "won't you let us treat yo to a coke?" Here's a complimentary car which is good at our fountain. You wai there and I'll bring the prescription to you.

No druggist ever bought more custome good will for five cents—or less, if yo figure the coke at cost to him.

OUR BEST WISHES TO ALL BRANCHES

OF THE

NORTH CAROLINA PHARMACEUTICAL
ASSOCIATION

FOR A VERY SUCCESSFUL
SEVENTY-EIGHTH ANNUAL CONVENTION

WE LOOK FORWARD TO SEEING YOU IN DURHAM
APRIL 13 - 14 - 15

UENS, MINOR & BODEKER, Inc.

OMB

Complete Drug Store Service

VIRGINIA • NORTH CAROLINA • WEST VIRGINIA

0 EAST CARY STREET RICHMOND, VIRGINIA

78TH ANNUAL NORTH CAROLINA
PHARMACEUTICAL ASSOCIATION
CONVENTION

WHEN—April 13, 14 & 15th.

WHERE—Washington Duke Hotel, Durham, N. C.

We'll Be There And We Hope You Will Too!

YOU ARE CORDIALLY INVITED TO VISIT US
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"Service Is Our Most Important Product"

The W. H. King Drug Company

Raleigh, North Carolina

59 Years of Friendly and Dependable Service.

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APR 30 1958



The Carolina JOURNAL OF PHARMACY

Volume XXXIX APRIL, 1958 Number 4



Sell the Vitamins Only You Can Sell

It seems almost everyone is recommending vitamins these days...supermarket operators, door-to-door salesmen--even mail-order houses.

Lilly POLIO VACCINE

Confused vitamin customers often turn to you for professional advice. When they do, why not recommend a product you control exclusively, a product worthy of your recommendation--

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--all things considered, your customer's best buy in the multiple vitamin field.

There's a Lilly vitamin for every need.

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f the ever-growing geriatric market

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geriatric vitamin-mineral formula

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Many of your middle-aged and older customers will appreciate your suggestion that their need for long-term vitamin and mineral therapy can best be met with a Parke-Davis product.

When you display and suggest GERIPLEX your efforts are supported by recognition of the Parke-Davis reputation for reliability.

Supplied in bottles of 100 and 500.

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Parke, Davis & Company
Detroit 32, Michigan

32758

1898 SIXTIETH ANNIVERSARY 1958



Back row: Lynn Davis, Ray Carroll, Jim Waugh, Tom Sarvis. Front row: Tom Waugh, Owen Trogdon, Bill Andrews, Bob Whiteley. (Joe Knight not present when picture was made.)

Representing accumulatively over 150 years of service and selling experience to the retail druggists of North Carolina.

It is a privilege for your Justice salesman to serve you, both in an advisory capacity as well as selling capacity, and help keep you up-to-date on modern trends in retail drug selling. Your confidence in seeking his counsel is appreciated.

TRY YOUR FULL LINE SERVICE WHOLESALE DRUGGIST FIRST

JUSTICE

JUSTICE DRUG COMPANY

Greensboro, N. C.

Celebrating our 60th year of service
to retail druggists of North Carolina

The Carolina JOURNAL OF PHARMACY

April, 1958

VOL. XXXIX No. 4

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The Recession Jitters

The gloom and doom spreaders are having a field day. If you feel like falling prey to their pessimistic jitters, here is a story which we feel appropriate at the moment:

There was a man who lived by the side of the road, and he sold hot dogs.

He was hard of hearing, so he had no radio.

He had trouble with his eyes, so he read no newspapers.

But he sold good hot dogs; he put signs upon the highway telling how good they were.

He stood by the side of the road and cried "Buy a hot dog, Mister?—and people bought.

He increased his meat and bun order. He bought a bigger stove to take care of his trade.

His business was good and growing daily. Finally it became so big that he called his son home from college to help him.

But then something happened. His son said—"Father, haven't you been listening to the radio? Haven't you been reading the newspapers? There's a big depression on. The European situation is terrible. The domestic situation is worse. Everything is going to pot."

Whereupon the father thought—"well, my son's been to college, he reads the papers and he listens to the radio, and he ought to know."

So the father cut down on his meat and bun orders—took down his advertising signs, and no longer bothered to stand out on the highway to sell his hot dogs. And his hot dog sales fell off almost overnight.

"You're right, son"—the father said to his boy. "We certainly are in the middle of a great recession."

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.

Historical Note

The picture of Long Brothers came to the NCPA in an unusual manner—from Washington by way of Tennessee. Dr. T. W. Long of Newton supplies this background information:

Long Brothers was owned by my father, Dr. T. W. Long and two of his brothers, J. W. C. Long and Frank J. Long. This drug store was organized in 1884 with Frank J. Long as manager, and continued in business until 1895. At that time J. W. C. Long moved to Statesville, N. C., where he later became postmaster and served in that capacity for around forty years. Frank J. Long moved to Atlanta in 1895, and became Southern Distributor for the Stanley Steamer Automobile. He died in 1914. My father, Dr. T. W. Long, moved to Newton, N. C., in 1900 where he did general practice until his death June 11, 1916.

The Long Brothers Drug Store operated in a small white frame building on the site of the present Catawba Postoffice, and I am told that all prescriptions were compounded by my father.

There were two other practicing physicians in the town of Catawba at that time, Dr. J. H. McNeil and Dr. Quince Litt whose son, Dr. Charles Little, became dentist and is still living in Catawba.

Winston-Salem

Dr. Robert Pritchard, assistant profes of pathology at Bowman Gray School Medicine, discussed medical and pharm ceutical service in Thailand at the Ma 20 meeting of the Winston-Salem Dr Club.

The meeting was held at the Town St House on Stratford Road.

FOR SALE

Complete set of used drug sto fixtures, including fountain, carbo tor, compressor, etc. Everythi needed to fully equip a drug store sundry shop. Any reasonable off accepted. B. F. King. Phone 62 Guilford College, North Carolina.



DRUGGISTS,
CATAWBA, - NORTH CAROLINA.

FAIR TRADE

(Editorial in the *Asheville Citizen-Times*)

Free enterprise, the solid rock foundation upon which American business was built and under which it has thrived, won an important victory last week.

First General Electric and then Sunbeam, the two giants of the small appliance industry, announced they were scrapping their "fair trade" policies under which retailers were prevented from cutting prices set by the manufacturer or risk law suits—expensive to both manufacturer and retailer.

This so-called fair trade system is backed by laws in 32 states, including North Carolina, but it has been declared unconstitutional in 11 other states.

It would seem to us that either free enterprise or "fair trading"' is a misnomer. Free enterprise surely could not thrive for long shackled to a compulsory price-fixing system.

The 1959 General Assembly might do well to study the wisdom of repealing this state's law.

Reply by William T. Sisk, President of The Western North Carolina Drug Club

(Published by the *Asheville Citizen-Times*)

Regarding your editorial on Fair Trade, I think your readers should hear the other side.

The statement by opponents of Fair Trade that the operation of Fair Trade laws has resulted in increased cost of commodities to the consumer is simply not true in the drug industry. This statement has been refuted by a research bureau in an unmanipulated and honest survey that found costs in states having Fair Trade Laws to be one per cent lower than costs in those states not having Fair Trade Laws. It is regrettable that there is such a lack of understanding on the part of both industry and public on the real economic justification to industry and to the public of Fair Trade Laws.

Fair Trade does not "fix" the price at which a commodity must be sold in that it compels no manufacturer to subscribe to its principles, but it does permit the establishment of a minimum price below which it may not be sold to the detriment of its good name by those predatory price cutters who have frequently used well known trade-mark products as loss leaders to the injury of the creators of the products. The majority of distributors who are classed as "small business" could not long survive against the monopolistic operations of those who would surely gain control of distribution should the day come when the majority of distributors ceases to have the protection they are entitled to as much as the juggernauts under our system of free enterprise.

There is now a new Fair Trade Bill in the hopper in Congress designed to remove the unwieldy features that caused many manufacturers to abandon Fair Trade. At this writing there appears to be little enthusiasm for it on the part of Congressmen except those who are interested in the plight of small business. The National Association of Retail Druggists and the Bureau of Education on Fair Trade, the promulgators of the concept of Fair Trade, have no intentions to cease their efforts to obtain Fair Trade legislation that will remove the difficulties of its enforcement.

We believe in Fair Trade, as do all groups which labor in free and open competition and are entitled to protection necessary to all citizens. We believe Fair Trade is exactly that—fair—in all the connotations of the word. We believe in Fair Trade as a matter of principle, quite apart from the philosophy of "Whose bread I eat, his song I sing.'' This same interpretation of belief may, in all fairness, be placed on the belief of its opponents. How else could one be fair? And we may fairly believe that the opponents of Fair Trade simply do not understand it.

If the 1959 General Assembly does see fit to repeal the North Carolina Fair Trade Law, we fear a change from the present free and open competition of the market place to a condition of jungle barter in which even the ideology of "the survival of the fittest" will cease to function.

Recommend "BC" with Confidence...



America's Fastest-Selling Headache Powder

. . . And As A Tablet—

A Nation-wide Success Selling Faster Each Day

REPEAT SALES ASSURED!

"BC" is the product of a well-established firm that has continually manufactured "BC" . . . and nothing else . . . for almost a half century.

As you will recognize on the label, "BC" contains a number of well-known ingredients widely recommended for the relief of pain. These ingredients are compounded and "BC" is produced under the finest pharmaceutical-type conditions in a modern plant.

You can recommend "BC" with confidence. The gentle but effective relief of "BC" will bring you repeat sales.

BC

OVER 89 MILLION PACKAGES A YEAR

backed by hard-hitting local and national advertising

B. C. REMEDY CO.

DURHAM, NORTH CAROLINA



WESTERN UNION CHECK BOUNCES—This window display in Canton at Martin's Drug Store has attracted a great deal of interest due to a $200 Western Union check on display.

The $200 check was cashed by Mr. Sam Burrus, proprietor of the store. Payment was refused by Western Union, the company claiming the check had been stolen after it had been honored for payment.

Legal action has been instituted by Mr. Burrus to reclaim his $200. He says he is acquainted with the person who presented the check to him (a requirement by Western Union) and that in the past he has cashed such checks with complete confidence in being able to obtain reimbursement from Western Union.

Greensboro Drug Club

Reported by G. CLARK RUSSELL

The Greensboro Drug Club held its annual Pre-Easter dinner-dance at the Greensboro Country Club on March 21st.

Among the approximately 75 persons attending the party were Mr. and Mrs. W. J. Smith and son, Allen, of Chapel Hill.

Six days later—on March 27th—the Club held its regular monthly meeting at the Charcoal Steak House, with Carl Bauguess, Director of the UNC Pharmacy Extension Program, and Professor Earl Brown as guest speakers.

Our next meeting will be a joint one with the dentists of Greensboro. The recently published *North Carolina Dental Formulary* will be discussed.



now: oral management of certain selected cases of diabetes mellitus

ORINASE*

(tolbutamide, Upjohn)

The long search for an effective oral treatment for diabetes is at last a success. Now, Upjohn's new Orinase can replace insulin injection therapy in selected cases of adult diabetes.

A VAST NEW MARKET. Used investigationally in more than 18,000 patients, Orinase has demonstrated that it is most likely to benefit hundreds of thousands of patients whose disease is relatively mild and stable, is not adequately controlled by dietary restriction alone, and developed sometime after the age of 30 years. In the majority of these patients, Orinase effectively reduces blood sugar and glycosuria.

NOT ALL WILL BENEFIT. Encouraging as this picture is, it is fraught with frustration for those diabetics in whom it is contraindicated (including those with the type of diabetes variously known as juvenile, growth-onset, unstable, or brittle). As a responsible member of the medical community, you can help considerably by explaining to such patients that Orinase is not applicable to all diabetics, and that, if his doctor keeps him on insulin, it is probably because Orinase is not effective in his case.

Even those patients who can be shifted to Orinase may have to return to injections during complications such as infections, fever, severe trauma, etc., after which they can again be controlled adequately on Orinase.

AN OPPORTUNITY—AND A RESPONSIBILITY. Orinase will undoubtedly be prescribed for many of *your* diabetic customers. Please be sure your stock is maintained at a level adequate to meet these continuing needs. Orinase is a potent drug requiring continuous medical supervision. Refilling of prescriptions for Orinase is to be done only following specific instructions of the physician.

SUPPLIED: As 0.5 Gm. scored tablets, in bottles of 50.

*TRADEMARK, REG. U. S. PAT. OFF.

Upjohn



TAR HEEL DIGEST

Edmonds Summit Center Drug Store of Greensboro was incorporated on January 1, as "Edmonds Summit Center Drug, Inc." Marion M. Edmonds is president; George H. Edmonds, secretary.

* * *

Henriksen's Pharmacy of Wilmington was hit by thieves in an early March break-in. The store's safe was ripped open and several hundred dollars taken. Entry was by way of a roof-top ventilator.

* * *

Suicide has been ruled in the death of Henry Bruce Hamm, Sims soda shop operator.

* * *

A quantity of watches, cigarette lighters and pencils and about $60 in cash was taken in a break-in March 15 of the Oldtown Drug Store, Winston-Salem. A plate glass window in the store's front door was smashed after the night visitors failed in an attempt to prize open a rear door.

* * *

A. C. Dollar, Jr. is manager of the Parkview Pharmacy, just opened in Winston-Salem, corner Kernersville and Nicholson Roads.

* * *

Owners of the new Brown-Medlin Drug Store, Inc. of Gastonia are S. J. Brown, Wilbur E. Medlin and Verne E. Shive.

* * *

An automatic alarm prevented robbery of the Fisher Drug Company, Statesville, in mid-March. Police, called to the drug store by an automatic alarm device, arrested a man who confessed to the attempted break-in.

* * *

Charles P. Copses has accepted a position with Dorton's Drug Store, Charlotte. He is a graduate of the School of Pharmacy, University of North Carolina.

* * *

Mrs. Joanne McDonald is doing part-time work for the City Drug Company, Hickory. Her husband, Bill, is at the nearby Ninth Avenue Pharmacy.

* * *

"The Modern Drug Industry" was the topic of a talk by I. T. Reamer, chief pharmacist at Duke Hospital, to members of the Durham Lions Club at a meeting in mid-March.

* * *

William C. Griffin, discharged from military service, is back in Roanoke Rapids assisting his father in operating the Griffin Drug Company.

While stationed in Germany, Mr. Griffin visited several pharmacies and drug stores, which he states are separate and distinct. A pharmacy is strictly professional, handling nothing but medicines.

MAKE
McCOURT
YOUR *Buy-Word*
FOR LABELS*
*ALSO DRUG BOXES
AND PHYSICIANS
PRESCRIPTION BLANKS
McCOURT LABEL CABINET CO.
42-54 BENNETT STREET
THE RIGHT LABEL RIGHT AT HAND
BRADFORD, PENNA.
RALPH M. CROSSON, Representative
P. O. Box 475
Columbia, S. C.

an S.K.F. label means a fast-moving product



Smith Kline & French Laboratories, Philadelphia

SKF *pioneering in pharmaceuticals . . .* for better health

Farewell to Mastoiditis

(Editorial in the *Asheboro Courier-Tribune*)

If you have any doubt about the world being better for our children than it was for us, you can find comfort in some figures that we just noticed in the Health News Institute on mastoiditis. This was both cruel and common just 20 years ago.

It usually involved a painful, costly and disfiguring operation and complete loss of hearing in the affected ear. New York City hospitals had 5,400 cases of mastoiditis in 1933 and only 50 cases in 1956.

Achromycin and other antibiotic drugs developed in recent years made the difference. In the pre-antibiotic era, the over-all cost of a case of mastoiditis and the surgery involved amounted to about $1,000. Today, thanks to antibiotics, which have come down in price since they were first introduced, the cost is only about $15 for drugs in most cases and no surgery is necessary.

Actually, the Health News Institute points out, the average drug store prescription in these days of soaring prices in all fields is much less than this, being either $2.49 or $2.79, depending on which trade journal you read. Seven out of ten prescriptions cost less than $3 and only one in 200 sells for more than $10.

While our disposable personal income rose 308 percent from 1939 to 1956, personal consumption expenditures for drug preparations which took .87 percent in 1939, dropped to .66 percent in 1956. The Health News Institute points out that we are spending less, percentage-wise, for better treatment of disease.

In the case of mastoiditis, we have wrought a miracle which puts an end to a particularly excruciating type of suffering and preserves to our children a normal life for which the gift of hearing is essential as well as such priceless pleasures as the voices of loved ones, the making of friends through conversation, the inspiration of great speeches and the soul-filling joy of music and song.

Appreciates Editorial

Dear Mr. Cox:

I am sure that every pharmacist who read your editorial, "Farewell to Mastoiditis" in Thursday's *Courier-Tribune* will join me in thanking you for pointing out the fact that the public is really getting their money's worth in the prescription dispensed today.

Strange as it may seem, most of the drugs dispensed on prescriptions today were unknown ten years ago. Because of the never ending research by our pharmaceutical manufacturers, new drugs are added to our armamentarium every day. The patient pays only a very small part of the cost of this research yet gets all the benefits!

The over-all cost of an illness today is not only less expensive but of shorter duration than ever before. Best of all, the patient usually recovers!

Hallie Reaves, Reaves Walgreen Agency Drug Store, Asheboro, N. C.

clearly the purest...
clearly the best seller

EVERFRESH

CITRATE of MAGNESIA

In the emerald green bottle customers recognize instantly



- sparkling "lemonade" taste
- perfectly pasteurized and manufactured under strict supervision and controls
- Your wholesale druggist has Everfresh, the standard citrate for 35 years

350 cc size: list price, **$2.30** per dozen. Minimum retail price, **30¢** each.

This price effective in all New England and Mid-Atlantic states

see the difference in purity
see the difference in sales

Everfresh Manufactured by

McCAMBRIDGE & McCAMBRIDGE CO.

6400 Rhode Island Avenue • Riverdale, Maryland

Superior Soda Units

BY BASTIAN-BLESSING



EXCLUSIVE FEATURES BUILD BULK ICE CREAM SALES

When you set one of these eye-catching units next to an ice cream dispensing cabin you have everything you need for complete fountain service. Exclusive Bastia Blessing features insure customer satisfaction and repeat business. The patent Super-Soda draft arms give fountain drinks 30% more sparkling carbonation a the exclusive Johnson Flash Water Cooler provides huge amounts of ice cold wat Patented drip-proof lids, a one-piece stainless steel top, seamless die-drawn sin concealed cooling coils, lift-out refuse can, and refrigerated syrup rail make t unit easy to keep clean. Come in and see this profit making unit today, or write f complete information.

GRANT E. KEY, INC.

Manufacturers — Distributors

LYNCHBURG **VIRGIN**

Random Comments

By W. J. Smith

Significant. Dr. Edward L. Bortz, former president of the American Medical Association, has summed up the tragic paradox of forced unemployment among older workers, in periods of full employment. "With one hand, modern society does everything possible to extend the life of man; while with the other, it writes him off as useless because of the date of his birth certificate."

A psychological research expert has come up with the answer to why a new born baby cries. Hungry, hot, cold? No. The research disclosed the baby cries because it has just discovered its share of the national debt is $1600.

Progress: It took Magellan three years to circumnavigate the globe: Jules Verne did it in eighty days. A year ago, a number of U. S. Army Air Force bombers did the same job in 45 hours. Now we have a satellite moving around the earth about every hour.

It was Ambrose Bierce who declared that all women should marry, while all men should remain single. And now the civil authorities of Naples, Italy, are beginning to wonder. A municipal census has just been completed. The tally revealed 181,885 married men; 184,508 married women. The police department, division of marriage swindles and bigamy, proposes to make a further check.

- New. The Minnesota Mining and Manufacturing Company is introducing a green, grass-growing mat. All you have to do is unroll the grass carpet on the soil, water it, and sharpen up your lawnmower. Mat contains 3500 grass seeds per sq. ft. sandwiched between two webs of synthetic fibers.

- Information for the record. Research in the pharmaceutical industry today requires an average of 6% of the annual sales, compared with 1% for industry generally. To promote pharmaceutical products, we now have one detail man for every ten physicians; and one for every 2½ pharmacies. Annually $3,500 is spent per pharmacy for detail men alone, while the over-all advertising and detailing expenses approximates $7,000 per store.

- Last year 400 new shopping centers were opened; in 1950 there were less than 100 such centers in the United States.

- Smallpox vaccine, penicillin and saccharin have one thing in common—they were discovered by accident. Such "acidents" come about because men are alert enough to fathom their usefulness.

- One pharmaceutical manufacturer contrasts the change in medication—1930 (first figures listed) with today: 114 elixirs vs 45; 174 fluid extracts vs 29; 43 powdered extracts vs none; 174 pills vs 9; 700 tablets vs 248 today. It is estimated that in ten years 75¢ out of every prescription dollar will come from products unknown today.

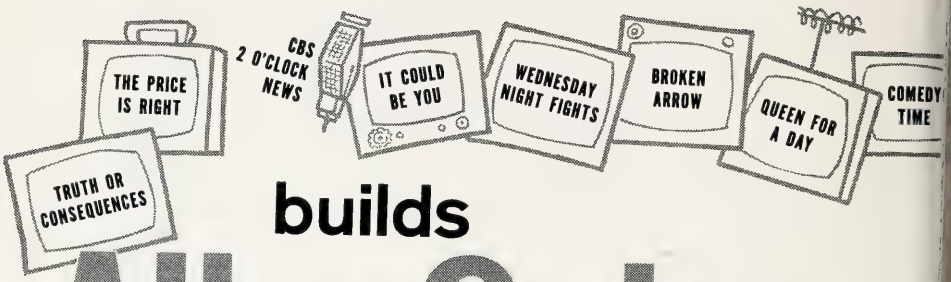
- Favorite saying of a friend: "I'm very fond of the human race. All my family have belonged to it, and some of my wife's family, too."

- Frank Errigo says if you look at the words "champ" and "chump," you will note a one-letter difference, "U." So you have the choice of being a champ or a chump.

- A doctor trying to solve a plumbing crisis in his home was called to the phone. Could the doctor come right over and see the man's sick son? The physician explained the situation. "Well, I'm a plumber, so you come check on the boy and I'll fix the plumbing." When bills were exchanged, the doctor charged $5.00; the plumber $7.00.

Around the clock

MILES ADVERTISING



builds

Alka-Seltzer BRAND

sales for you!



Powerful 'round the clock advertising, such as this, plus extensive radio and TV spots, newspaper and national magazine ads are winning new customers for ALKA-SELTZER every minute. You can up your sales and profits by simply displaying ALKA-SELTZER where your customers can easily pick up their supply.



MILES LABORATORIES, INC
Elkhart, Indiana

Partner of
the Retail Druggist
for more than 70 years.

Robeson County

Robert Pope, narcotic agent of the State Bureau of Investigation, was guest speaker at a combined meeting of the Robeson County Pharmacist, Medical and Dental Societies in Lumberton on April 7.

Points emphasized by Mr. Pope of special interest to the physicians: (1) Prescriptions be properly written as required by law; (2) Doctors beware of ambulatory patients requesting narcotics; (3) Report habitual users of narcotics (confidential); (4) Report anyone suspected as an addict of narcotic drugs (confidential); (5) help agents in their law enforcement program; (6) prevent prescription pads from falling into hands of unauthorized persons; and (7) addicts may be hospitalized in Lexington, Ky., upon request, or mandatory if criminal act involved.

Mr. Pope outlined these major points for the pharmacists: (1) Prescription must be properly written before dispensing narcotic drugs; (2) only pharmacists and others of their direct supervision should fill narcotic prescriptions; (3) pharmacists should cooperate with SBI agents in carrying out provisions of the State Narcotic Act; (4) be aware of any customer wanting more than an ounce of paregoric; and (5) narcotics should not be dispensed on prescription for office use.

Durham-Orange

The Durham-Orange Drug Club entertained members of the graduating class of the University of North Carolina School of Pharmacy at a dinner in Chapel Hill on March 26.

I. T. Reamer, Zack Lyon and Claxton Harris, all of Durham, representing hospital, wholesale and retail pharmacy, along with David McGowan of Chapel Hill, representing the medical service field, made brief talks covering opportunities in their respective areas of endeavor. The panel discussion was moderated by NCPA Secretary W. J. Smith.

REMEMBER

IN INSURANCE

"THE BEST BUY IS A D I"



Consult Our Agent
F. O. Bowman
North Carolina State Agent
P. O. Box 688
Chapel Hill, North Carolina

Ralph M. Crosson
South Carolina State Agent
1812 Marion Street
Columbia 3, South Carolina

Do you have an adequate stock of



for Summer selling?

Never before in our 78-year history have sales expanded so fast on any of our products. Every month Soltice sets new selling records. And that demand will continue to grow this Summer with people asking for Soltice for temporary relief of minor muscular pains, minor sprains and bruises, aching feet, non-poisonous insect bites, and the misery of summer colds.

Do you have an adequate stock of Soltice for Summer selling? If not, mail your order today. It'll get prompt attention.

THE CHATTANOOGA MEDICINE CO.
Chattanooga 9, Tennessee



. . . then you're not from Laredo?

"Never been to Texas in my life. I run a drug store in Atlanta, G.A."

Why the ten-gallon hat?

"Secret compartment for spending money."

U-m-m-m. Oil well on the side?

"Nope — a Sealtest fountain on the side, and near the rear. Pulls 'bar flies' through every department in my store."

And you're getting rich off that?

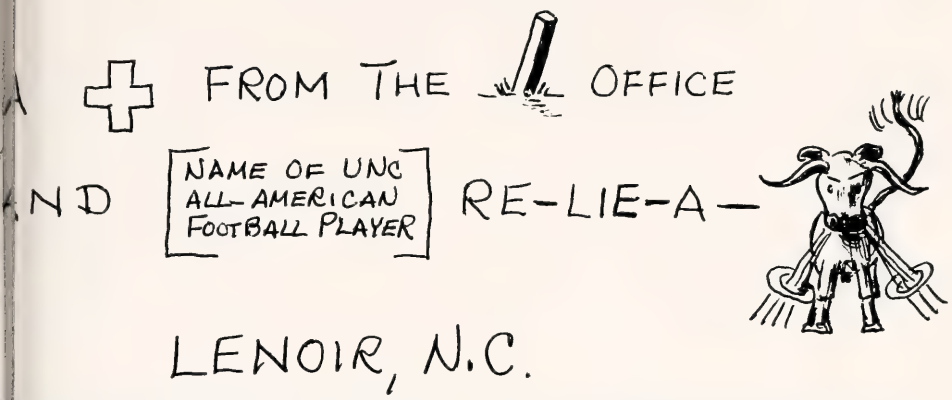
"Doing all right. Folks keep coming back for Sealtest's *quality* ice cream. Buy lots of other stuff, too."

Sounds like a hot deal. Could you cut me in?

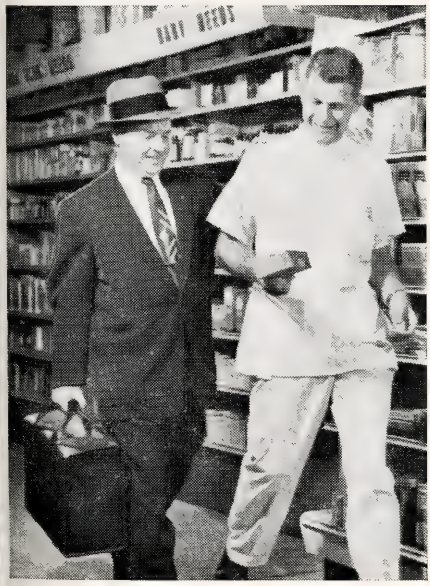
"Sure — I've got *my* neighborhood sewed up. Just call your local Southern Dairies salesman. He'll give you the low-down on high fountain profits."

sells your store...

Sealtest
TRADE MARK
ICE CREAM



An artist-friend of Frank Dayvault devoted a bit of clever imagination to this envelope, which employees of the Lenoir Post Office promptly delivered.



BETTER HEALTH...
for Everyone

As a wholesale drug distributor, we are proud to stand beside you on the community health team . . . to serve you in the fullest interests of better health for everyone.

We are proud of our complete, comprehensive stocks and of our ability to serve you competently and without delay. Take advantage of our speedy service . . . send your orders to us.

WE ARE A *Lilly* DISTRIBUTOR

THE PEABODY DRUG COMPANY
Durham, North Carolina

For seventy-three years

- - - - *since 1885*

SEEMAN
OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-ninth volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

New Law Invoked

In Winston-Salem the new "shoplifting law" has been invoked for the first time. Specifically, a shoplifter was charged with concealment of merchandise in a mercantile establishment while on the premises.

Before the law was passed, a merchant had to wait until an alleged shoplifter left his store and then "run down" the offender and catch him.

Involved was a $2.75 bottle of cologne, taken by a woman and concealed in her pocketbook. A special policeman, on duty in the store, observed the shoplifting and made the arrest.

Ammonia-Beer Spirits Costly

Six ounces of aromatic spirits of ammonia and two 12-ounce cans of beer (consumed) plus driving on the wrong side of a street, which resulted in an accident, cost a Winston-Salem woman $125 plus court expenses.

Smart Dog

UNC Pharmacy student Tommy Gibson, son of Goldsboro's Bill Gibson, likes to hunt. Occasionally he can get away from his studies at Chapel Hill for a few hours of hunting in Wayne County.

Recently, while passing a shallow pond, his dog "froze" for a point. No bird was to be found, but a large fish taken at the same time, when opened, was found to contain a bird.

Later, this same dog "froze" near the soda booths in the Gibson drug store. A customer, seated in one of the booths, was interested in the actions of the dog. When the situation was explained, he said: "My name is Byrd."

Raleigh Travelers Meet

The Raleigh Drug Travelers met March 14 at Warlick's Restaurant. Paul Johnston, director of the Department of Administration for the State, was guest speaker.

Historical Note

From the *Lexington Dispatch:*

"Real old-timers can remember back to 881 when the late Haywood P. Watson and . B. Smith started one of Lexington's old- st drug establishments, People's Drug Store. Mr. Watson had recently received is pharmacist's license. That was quite n honor for he was one of the first three n the state to be licensed.

"But the name in 1881 was not People's, it was Smith and Watson Drug Company. People's Drug Store was incorporated in 1919. Present manager is Horace Moore, who has been with the firm since 1947."

Note: Mr. Watson was a charter member of the NCPA. His charter certificate is in the historical archives of the Institute of Pharmacy.

SMITH WHOLESALE DRUG CO.

SPARTANBURG. S. C.

A Young and Growing Service Wholesale House, Owned and Operated by Registered Pharmacists

We Appreciate Your Business



Pharmacist-manager Bill E. Pittman is shown in the prescription department of the Innes Street Drug Company #3 which was recently opened in the Ketner Shopping Center, Salisbury. Owned by Edwin R. Fuller and Henry N. Fairley, Jr., the pharmacy, modern in every respect, contains 4,623 square feet of floor space and is the largest in Salisbury.



NCPA FALL CONVENTION CRUISE TO THE CARIB
NCPA, P. O. BOX 151



BER 25 TO NOVEMBER 5—FOR DETAILS WRITE:
L, NORTH CAROLINA.

you know, BUT...
do your clerks know?



larger unit sales mean

BIGGER PROFITS



display and sell the "FAMILY PACK"



50 POWDERS
or
100 TABLETS

...a better value for your customer!

Rowan Drug Auxiliary Meets at Institute

Members of the Rowan Drug Auxiliary otored to Chapel Hill on March 19 for luncheon meeting at the Institute of harmacy.

Mrs. George Albright, president of the owan Auxiliary, presided at the business eeting and presented a cash donation from ıe auxiliary to the Institute to further its ıg-range planning program.

Mrs. W. D. Welch, president of The Voman's Auxiliary of the NCPA, was a uest speaker.

A nominating committee, Mrs. Edwin R. uller, chairman; Mrs. J. W. Compton and Irs. M. L. Joye, was selected by the presi- ent to name a slate of officers for the com- ıg year.

Pictured below is Mrs. Welch with a bronze tablet containing the names of 43 persons who made minimum of $100 contributions to the Institute. The tablet has since been mounted on the wall adjacent to the large plaque shown in the background.

Appearing in the picture are, left to right: Mrs. J. W. Compton; Mrs. J. W. Sanborn, West Virginia, a guest; Mrs. Henry Fairley; Mrs. Edwin Fuller; Mrs. W. D. Welch, State Auxiliary President; Mrs. George Albright, Jr., Rowan Auxiliary President; Mrs. R. B. Julian; Mrs. Paul Miller; Mrs. Frank Carrigan; Mrs. William Pittman.



everyone goes for

Pine State MILK



ICE CREAM



PROFIT FROM THIS EXPERIENCE

Pine State

North Carolina's Choice Since 1919

Bissette Opens Self-Service Store

Bissette's Drug Store #1 of Wilson h been completely remodeled and opened a self-service operation. The fountai luncheonette part of the original store h been eliminated, with an expansion in flo space devoted to specialized departmen (baby, camera, cosmetics and the like).

Founded in 1932 by Paul B. Bissett Sr., the newly remodeled store will be ma aged by his son, Paul B. Bissette, Jr., pharmacy graduate of the UNC School Pharmacy.

Third Pharmacy Underway

Construction of a third pharmacy in Lur berton to be operated by J. C. Jackson a Jack Bryant is progressing satisfactoril The business will be operated as the "Nort Elm Pharmacy."

Travelers Buy Dryer for Home

The Charlotte Drug Travelers recent purchased and arranged for installation a clothes dryer in the Florence Crittento Home.

Funds for the project were raised und the chairmanship of C. H. Smith. James Wolfe heads the Drug Travelers.

Patterson Opens No. 2 in Winston-Salem

Patterson's second pharmacy in Winsto Salem was opened on March 27.

Manager of the pharmacy, operated Patterson's Stratford Pharmacy, is Willia C. Brantley. Store hours are from 9 A.M to 9 P.M. except on Sunday, when the hou are 2 P.M. to 8 P.M.

- One element in the cost of those 5 "pills" that you could pass along to price-conscious customer: In the develo ment of one broad-spectrum antibioti cultures were prepared from 100,000 so samples collected from all over the worl These yielded 72 cultures with antibiot activity, and, finally, one medically us ful antibiotic.

Fountain Changed Everything

In March, 1858 the first soda fountain in country was opened in Lowell, Mass., by stavus D. Dows. Whether he realized it not, the resourceful Dows' innovation s to affect the mores of countless people. on, the soda fountain was a lunch counter, rysting place, a debating forum, a sports l political bureau and a Bo Tree around ich various people came for meditation l philosophy.

For men indifferent to high-blown so- ties or too poor for deluxe drinking ges, it became a country club. They opped in regularly for a soft drink and wallop of news. In the small towns, men collected promptly at around 10:30 h morning and 4:30 each afternoon. e booths and tables buzzed as if all the s in creation were swarming simultaneously. Seating was reserved tacitly. Each table had informal but specific obligations. Some were Walter Winchells lacing the edges of the hour with choice tidbits from under the town's rugs, and some were Walter Lippmanns profoundly mining solitary veins for powerful implications.

The old drug store could not contain the exuberance, the merriment, and the intermittent pathos. The prancing echoes swept the streets. An ocean of verbal oddments leaped from the tables and pounded the beaches of the town. Soon, the ropeless, horseless drug store cowboy was as much a part of the local landscape as the fire house. His emergence made all private detectives forever unnecessary. If the cowboys didn't know what was "up the street," it simply hadn't happened. For the true devotee, you could count the day horribly lost if she went to bed without having sloshed around in a soda cup the breezy quatrains of the nimble-handed hour.

—Raleigh News & Observer, March 25, 1958



SERVICE

that helps your business is our business

Our principal services are designed to help you make money. We continually strive to bring you new opportunities for profit, new methods of merchandising, and new ideas for promoting good will.

We carry a comprehensive stock of drug-store merchandise, which we can supply quickly and conveniently . . . according to your needs.

You are invited to take advantage of our service . . . to call on us any time . . . as often as you desire. Our service is always at your service.

WE ARE A *Lilly* DISTRIBUTOR

THE GEER DRUG COMPANY

Charleston • Spartanburg • Greenville, South Carolina

Serving the Druggists since 1896

Let's Make It A Threesome

—You sell the film

—Your customer takes the picture

—We'll do the finishing

Color or Black and White

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161 East Franklin Street
Chapel Hill, N. C.
Phone 3171

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MEMBER
"Remember the Day With Snap-Shots"

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419 East Trade Street
Charlotte, N. C.
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Makers of SUPER-TONE Prints
"Truly the Finest in Snapshots"

Births

Christopher Todd Williford

Mr. and Mrs. E. H. Williford of Kannapolis are announcing the birth of Christopher Todd, March 6 at 7 p.m. Young Mr. Williford weighed 8 lbs. at birth.

Cheryl Jeanette Bullock

Mr. and Mrs. John Bullock, Jr. of Graham and Chapel Hill are announcing the birth of Cheryl Jeanette, March 3, and weighing 7 lbs. 11 ozs. Mr. Bullock is a member of the 1958 graduating class of the School of Pharmacy of the University.

Willie Carroll Rose, Jr.

Mr. and Mrs. W. C. Rose, Sr. of Goldsboro are announcing the birth of Willie Carroll, Jr. on April 2, 1958, weighing 7 lbs. 10½ ozs.

Rebecca Covington Blanton

Mr. and Mrs. Charles Donald Blanton, Jr. of Kings Mountain are announcing the birth of Rebecca Covington, March 28, weighing 6 lbs. 11 ozs. She is the second child in the family.

Karen Elizabeth Barbour

Mr. and Mrs. Joe Barbour, Jr., of Greensboro, are announcing the birth of Karen Elizabeth, March 28, 1958, and weighing 7 lbs. 7 oz. This is the first child in the family.

Jeffrey Albert Taylor

Mr. and Mrs. W. W. Taylor, Jr., of Chapel Hill, are announcing the birth of their third son, Jeffrey Albert, April 12, 1958, weighing 9 lbs. 3 oz. Mr. Taylor is Chief Pharmacist at N. C. Memorial Hospital.

Deaths

SAMUEL EUGENE WELFARE

Samuel E. Welfare, age 74, Winston-Salem pharmacist and past president of the North Carolina Pharmaceutical Association, died March 27 following several years of declining health.

Mr. Welfare was born in Salem on July 30, 1883; attended the UNC School of Pharmacy and licensed as a pharmacist in 1905; a life member of the NCPA since 1917.

On May 13, 1913, he opened a pharmacy in Winston-Salem opposite Salem College. Here for the next 45 years Mr. Welfare operated a retail drug business, which proved to be outstandingly popular.

An enthusiastic supporter of the Association and a regular convention attender for many years, Mr. Welfare gave liberally of his time and his means in backing any NCPA-supported project. Although age came to Mr. Welfare as it comes to all, he never grew old. His hearty laugh will long be remembered; his work in behalf of organized pharmacy in North Carolina will not soon be forgotten by his co-workers.

Burial was in the Moravian Cemetery, Winston-Salem. Survivors include his wife; three sons and a daughter.

J. E. SHELL

Junius Edgar Shell, age 79, of Lenoir, died April 2 following a long illness.

A past-president of the N. C. Pharmaceutical Association (1908-09) and operator of Shell's Drug Store for a number of years, Mr. Shell left pharmacy for the real estate and insurance business.

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.

Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods

We solicit your orders

Our experience of over 70 years insures our ability to serve you satisfactorily



It Should Happen

So this morning you went to open the store
And broke off the key in the lock on the door.
Waited for a locksmith outside in the rain
And listened to early arrivals complain.
Finally got in, and to your utter dismay,
Discover that this is just not your day.
For the fountain has leaked all through the night,
There's a lake on the floor—a horrible plight.
The water's run down all over your stock—
Prepare yourself Boy, that's just the first shock.
For while you were waiting outside in the rain
The back door was open—You'd been burglared again.
The safe door gapes wide with a hideous yawn
And you see at a glance that the cash is all gone.
And a customer's screaming for change for a ten
Because she needs stamps—and it's right then
That your Pharmacist's Frau calls on the phone
Saying he's ill and you'll work two shifts alone.
Then comes the law, and six salesmen too,
And you wonder what else can happen to you.
When it suddenly dawns, and you nearly collapse—
Your premium's not paid and your policy's lapsed.
Your feeling as sad as a miserable pup
Until your wife calls *"It's time to get up."*

—Carl St. Henry, *Michigan Drug Journal*

Cedar Cliff Pharmacy Opens

Burlington's newest retail pharmacy—Cedar Cliff Pharmacy, 1623 Vaughn Road—opened April 1st.

The new pharmacy, affiliated with the Medical Center Pharmacy of Burlington, will be managed by Elmo McCorkle. Featured is a drive-in prescription window.

News Item from Justice Drug Company

Mr. P. A. Hayes, Chairman of the Board, ustice Drug Company, spent the last two eeks of March in Florida. He was joined Mr. H. Smith Richardson of New York nd Charleston. The two enjoyed fishing nd visiting throughout the southern part Florida, including the Keys and Miami.

Mr. C. V. Cagle, manager of the Pharaceutical department at Justice Drug Comany was a patient at Duke Hospital, Duram, the first of March where he underent an eye operation.

Mr. William P. Brewer, executive vice resident at Justice Drug Company atended the D.S.C. Sales Management Comittee meeting in New York the first week f March. Messrs. Andrews and Williams, uyers, joined him the second week for the nnual D.S.C. show.

Receives Unusual Envelope

Ruffin Horne passed along to the NCPA n interesting letter received from a custom- r. The envelope containing the letter was addressed to Elixir Lacted Pepsin, Horne Drug Store, Fayetteville.

Customer wanted 50¢ worth of Elixir Lactated Pepsin, some cosmetic samples and wished (you) a happy Easter.

Horne's was established in 1865; in seven years will be the only retail pharmacy in North Carolina to have been in continuous operation for one hundred years with ownership vested in the same family.

Lambeth Joins Kibler Drug Company

Donald C. Lambeth, who recently received his license to practice pharmacy in North Carolina, has joined the staff of Kibler Drug Company in Morganton.

A graduate of the University of South Carolina School of Pharmacy, Mr. Lambeth worked in that state for a year, completing the necessary reciprocity requirements early this year.

After graduating from Catawba College in 1949, Mr. Lambeth worked for the Kibler store from 1950 to 1954. Married to the former Miss Carolyn Kibler, The Lambeths have two children: Donnie, age 8, and Rebecca, age 5.

Give Yourself a

PROFIT BREAK

by selling the **ADVERTISED LINE**



HOWELL HALL HAPPENINGS

The blueprints and specifications for the new Pharmacy Building were reviewed in the office of the Budget Bureau on March 17, and Holloway-Reeves and Associates were advised to advertise for bids on or about April 1. Allowing thirty days for the return of bids by interested contractors it is expected that ground will be broken in May. With 450 calendar days allowed for the construction the building should be ready for occupation before September 1 of 1959.

The Kinescope of Dr. Totten's Pharmacognosy Program with a brief introduction by Dean E. A. Brecht is now available for local showing. This thirty-minute program can be shown on any sound-16 millimeter projector.

Recent special lectures in Mr. Edward Marvin Smith's classes in pharmacy administration included the following. Mr. Charles H. Waterbury, formerly Secretary of the National Wholesale Druggist Association and now a resident of Chapel Hill discussed wholesale operations. Mr. L. W. Millican, Southeastern District Manager of Bauer and Black, and Mr. W. F. Elmore of the Greensboro District discussed surgical dressings. Special emphasis was given to the fitting of selected elastic garments.

On February 28 the third and fourth year students were addressed on "Why Parenteral Solutions Should Be Made in the Hospital" by George Otte of the American Sterilizer Company.

Dr. Claude Piantadosi and Mr. Carl Bauguess were guests of the Goldsboro Pharmaceutical Society Tuesday night, March 11. Professor Piantadosi discussed "What Price Prescription." Prescription Pricing Systems were presented with instructions for their use. Mr. Bauguess discussed future plans for pharmaceutical extension.

On March 12, W. Grover Creech, Selma Pharmacist, and Carl Bauguess participated in the Johnston County High School's Career Day. As a part of the day's activities students interested in pharmacy as a career were presented with catalogues from the School of Pharmacy. During a discussion period students asked questions about pha macy. Mr. Creech displayed the commones working tools of the pharmacist includin mortars and pestles, pharmacy textbook and references. These were helpful i pointing out some of the complexities foun in the practice of pharmacy.

J. B. Clay, third-year student from O ford was surprised and pleased to receiv a special scholarship for the spring semeste from the Order of the Grail.

Dr. William J. McAnally, Medical Office for Region III, Federal Civil Defense A ministration in Thomasville, Georgia, a dressed the student body on March 19 co cerning "The Role of the Pharmacist Civil Defense." This program was a pa of the Carolina Symposium on Public A fairs which had the theme this year of D sign for Survival.

Dean E. A. Brecht and Mr. Edward M Smith attended the O. Max Gardner Awar Dinner held at North Carolina State Colleg on March 22.

Student Branches—N.C.P.A. and A.Ph.A

John R. Kenny, Jr., Assistant Direct of the Trade Division of E. R. Squibb Sons presented the March Program on "T Challenges and Opportunities in Pharma Today." He was accompanied by Mr. Ra Weathers of the Durham District and M J. C. Canipe, Jr., District Supervis Earlier in the day glazed mortars a pestles were presented to members of t fourth-year class in commemoration of t 100th anniversary of the firm.

Rho Chi

The following students were tapped f membership in Rho Chi, National Honora Pharmaceutical Society at the meeting the Student Branches on March 18: thir year students Virgilia Carswell of Spri Lake, Carl Viggo Christensen of Raleig and John Michael Lazarus of Sanfor fourth-year student Fred Fayed of Ro noke Rapids; and graduate students Sa Borodkin, Shu Sing Cheng, and Geor Crevar.

Kappa Epsilon

The following new officers were elected 1958-59 at the meeting March 20 of ppa Epsilon: President Sue Ballentine, mlet; Vice-President Virgilia Carswell, ring Lake; Secretary-Treasurer Phoebe Donald, Reidsville; Pledge Mistress ney Faison, Rockingham; and Historian rol Wilson, Durham. New initiates in Honorary Pharmaceutical Fraternity Women are Miss Carol Wilson of Dur- m and Miss Emily Mauney of Asheville. w pledges include Barbara Bell of States- le, Ann Bills of Valdese, Catherine Bol- n of Rich Square, Jo Ann Hardin of one, Pat Page of Henderson, Dot Reaves Fayetteville, and Sarah Upchurch of eenville.

Historical Notes

By ALICE NOBLE, *Research Historian*

The profession of pharmacy will be in- ted always to the late Dean J. G. Beard his constructive accomplishments. He s not only a great teacher but a clear nking executive, endowed with the happy culty of administering wisely current blems and with a vision for planning g-range policies. At the 1934 Commence- nt the students and staff presented him th a silver pitcher "in appreciation of enty-five years of service." This greatly preciated gift prompted him to write in e CAROLINA JOURNAL OF PHARMACY (XV, . 11, July 1934) one of the finest edi- ials we have ever read under the title, ooking Backward Over Twenty-Five ars." After reminiscing about high- hts in his quarter-century professional reer, Dean Beard concluded with the fol- ving paragraph, which not only shows s sound thinking concerning the future stiny of the School of Pharmacy, but al- admirably and concisely expresses the ns and ambitions of the administration day—almost twenty-five years later— d should serve as a sort of motto as a w era begins for the School with the com- tion of the new building:

"Retrospection should always be joined th prospection. Looking back does little od unless its lessons can be made into a challenge for the future. Looking ahead in terms of the School of Pharmacy I devoutly hope that when another quarter century has passed and my successor is presented with a gift symbolic of his service that there can be engraved upon the device a sentiment of appreciation for making the facilities and instruction of his School the equal of any; its service extending beyond state boundaries; its schedule of study exactly suited to the needs of the next following day; its staff imbued with a will to add thorough research to the sum of pharmaceutical knowledge; and its graduates inspired to create the best within their range of possibilities. I hope, too, that it can be said of him that he never forgot that the School was born out of the Association, was dedicated to the service of North Carolina *FIRST*, and that the School can succeed best if behind it in hope and helpfulness is the stimulating influence of every pharmacist in the State, who can truly say, 'The School at Chapel Hill is my School.'"

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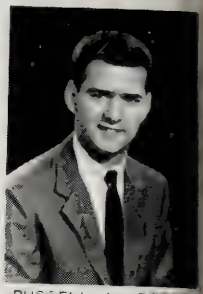
Monroe, North Carolina

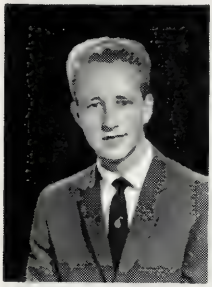
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POTECASI


JESSE J. BEALE, JR
RALEIGH


RUSSELL A. BOSTIC
PINK HILL


WAYNE V. BUIE
WINSTON-SALEM


JOHN O. BULLOCK, JR
RALEIGH


JAMES GENE BUTLER
MORGANTON

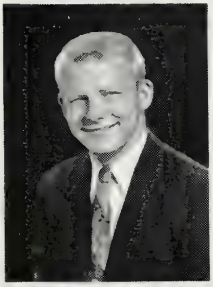

DONALD K. CARTER
DALLAS


LEE O. CARTER
GARLAND


EDITH ANN CAVINESS
LILLINGTON


DONALD K. CHAPMAN
WINSTON-SALEM


DAVID R. DAVIS, JR
WILLIAMSTON


GEORGE J. DILLARD
WILLARD


CHARLES T. DIXON
WINSTON-SALEM


GENE R. DUTTON
HICKORY


DALLAS M. EVANS
GREENVILLE

UNC PHARMACY SCHOOL GRADUATES—1958

RONALD LOWERY AUSTELL
Shelby

e 22; married. Member A.Ph.A. and NCPA udent Branches, Rho Chi. President Rho Chi; esident Freshman Pharmacy Class; Vice-Presi- nt Junior Pharmacy Class . Drug Store ex- rience at Shelby Memorial Hospital and Stroupe ug Company. Prefers employment in West- n North Carolina. Chapel Hill address: #3 semary Apartments.

GARLAND WOODY BEALE, JR.
Potecasi

e 23; single. Member A.Ph.A. and NCPA udent Branches, Kappa Psi. Drug Store ex- rience, none. Chapel Hill address: 226 Joyner rm.

JESSE J. BEALE, JR.
Raleigh

e 28; married. Member A.Ph.A. and NCPA udent Branches, Kappa Psi. Other colleges at- ded: UNC—School of Arts and Sciences; De- ees earned—AB in Chemistry. Drug Store perience at Rogers Drug Company and Rex spital Pharmacy. Prefers employment in Pied- nt section of North Carolina. Chapel Hill ad- ess: Box 1105.

RUSSELL ALTON BOSTIC
Pink Hill

e 21; single. Member A.Ph.A. and NCPA udent Branches, Member of Pharmacy Senate, i Delta Chi. Six months experience. Has cepted employment after graduation. Chapel ll address: 215 Joyner Dorm.

WAYNE MELVIN BUIE
Winston-Salem

e 22; single. Member A.Ph.A. and NCPA udent Branches, Kappa Psi. Vice-President udent Body 4th year. Drug Store experience Cox Pharmacy. Has accepted employment after aduation. Chapel Hill address: Kappa Psi ouse.

JOHN CHESTER BULLOCK, JR.
Raleigh

e 27; married. Member A.Ph.A. and NCPA udent Branches. Drug Store experience at Sut- n's Drug Store and Wrike Drug Company. Has cepted employment after graduation. Address: 0 Franklin Street, Graham.

JAMES GENE BUTLER
Morganton

e 23; married. Member A.Ph.A. and NCPA udent Branches, Phi Delta Chi. Drug Store perience at Clinic Drug Store and Sherard's armacy. Prefers employment in Western North rolina. Address: 121 W. Market St., Graham.

DONALD KERMIT CARTER
Dallas

e 22; single. Member A.Ph.A. and NCPA udent Branches, Phi Delta Chi. Vice-President PA and A.Ph.A. Student Branches 4th year. ug Store experience at Summey Drug Com- ny. Has accepted employment after gradua- n. Chapel Hill address: 15 Old East.

LEE CHANDLER CARTER
Garland

e 30; married. Member A.Ph.A. and NCPA udent Branches, Phi Delta Chi. Other Colleges tended: Furman University; Degrees earned—B.A. Drug Store experience at Standard Drug Company. Has accepted employment after graduation. Chapel Hill address: 109 Plant Road.

EDITH ANN CAVINESS
Lillington

Age 34; single. Member A.Ph.A. and NCPA Student Branches. Other Colleges attended: Peace College Duke University, University of Cincinnati; Degrees earned—B.S. in Nursing. Chapel Hill address: 307 Briar Bridge Valley.

DONALD KENNETH CHAPMAN
Winston-Salem

Age 30; single. Member A.Ph.A. and NCPA Student Branches, Pharmacy Senate and Rho Chi, Canterbury Club and Cosmopolitan Club. Treasurer A.Ph.A. and NCPA Student Branches and Treasurer Episcopal Student Congregation. Drug Store experience at N. C. Baptist Hospital Pharmacy. Has accepted employment after graduation. Chapel Hill address: Parish House, Chapel of the Cross.

DAVID RAMSEY DAVIS, JR.
Williamston

Age 23; single. Member A.Ph.A. and NCPA Student Branches, Rho Chi. President of Junior Class, Vice-President of Rho Chi, Representative to Men's Honor Council, Chaplain of Sigma Nu Fraternity. Drug Store experience at Davis Pharmacy. Has accepted employment after graduation. Chapel Hill address: Sigma Nu House, 109 Fraternity Court.

GEORGE JOHNSTON DILLARD
Dillard

Age 23; single. Member A.Ph.A. and NCPA Student Branches, Kappa Psi. Other Colleges attended: Mars Hill Junior College. Drug Store experience at Gowan Drug Company. Has accepted employment after graduation. Chapel Hill address: 126 Cobb.

CHARLES THOMAS DIXON
Winston-Salem

Age 29; married. Drug Store experience at Sutton's Drug Store and Sloan Drug Company. Prefers employment in Winston-Salem or Western North Carolina. Chapel Hill address: 135 King Street.

GENE RAYMOND DUTTON
Hickory

Age 22; single. Member A.Ph.A. and NCPA Student Branches, Pharmacy Senate and Phi Delta Chi. President, Secretary, Treasurer, and Corresponding Secretary of Phi Delta Chi, President of Pharmacy Senate. Drug Store experience at King's Pharmacy, Valdese General Hospital and Evan's Rexall Drug Company. Prefers employment in Western North Carolina. Chapel Hill address: Phi Delta Chi House.

DALLAS MASON EVANS
Greenville

Age 22; single. Member A.Ph.A. and NCPA Student Branches, Kappa Psi. Drug Store experience at Kerr Drug Store, Village Pharmacy, and College Street Pharmacy. Will accept employment anywhere in North Carolina. Chapel Hill address: Kappa Psi House.



FRED T. FAYED
ROANOKE RAPIDS



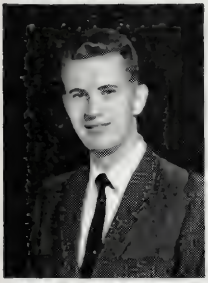
ROBERT E. FLEMING
ROCKY MOUNT



JAMES W. FULTON
WINSTON-SALEM



RAY S. HAGWOOD
RALEIGH



IVEY L. HEATH, JR.
COVE CITY



W. HUGH HINTON
ZEBULON



WILLIAM E. HOUSER
CHERRYVILLE



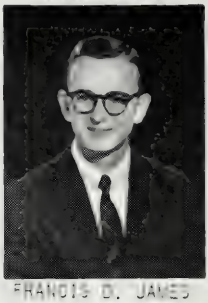
AUBREY E. HULLDWELL
EDENTON



JAMES L. INABINET
WINSTON-SALEM



WILLIAM O. JACKSON
LUMBERTON



FRANCIS D. JAMES
MOCKSVILLE



LORETTA G. JOHNSON
HARRELLS



GLADYS E. JOYCE
MAYODAN



DONALD LEATHERWOOD
WAYNESVILLE



MARION E. McELROY
RALEIGH



D. BECKY MANOS
FAYETTEVILLE

UNC PHARMACY SCHOOL GRADUATES—1958

FRED TUCKER FAYED
Roanoke Rapids

e 22; single. Member A.Ph.A. and NCPA Stu-
t Branches. Drug Store experience at Rose-
ry Drug Company. Will accept employment
ywhere in North Carolina. Chapel Hill ad-
ss: 6 Old East.

ROBERT EDWARD FLEMING, JR.
Rocky Mount

e 22; single. Member A.Ph.A. and NCPA Stu-
t Branches. Drug Store experience at Rose
ug Company. Prefers employment in Eastern
rth Carolina. Chapel Hill address: 406 Grimes.

JAMES WADE FULTON
Winston-Salem

e 22; single. Member A.Ph.A. and NCPA Stu-
t Branches. Drug Store experience at N. C.
ptist Hospital Pharmacy. Prefers employ-
nt in Piedmont section of North Carolina.
apel Hill address: 8 Old East.

RAY GORDON HAGWOOD
Raleigh

e 22; isngle. Member A.Ph.A. and NCPA Stu-
t Branches, Kappa Psi. Assistant to presi-
t in Student Branches, Chaplain or Kappa
. Drug Store experience at Hayes Barton
armacy, Village Pharmacy, and Apex Phar-
cy. Will accept employment anywhere in North
rolina. Chapel Hill address: Kappa Psi House.

IVEY LEINSTER HEATH, JR.
Cove City

e 23; married. Member A.Ph.A. and NCPA
dent Branches, UNC Glee Club, Executive
uncil of Baptist Student Union. Other Col-
es attended: East Carolina College. Drug
re experience at Standard Drug Store, Bis-
te's Drug Store, Joe Anderson's Drug Store.
s accepted employment after graduation. Chapel
l address: 208 Church Street.

MALORY HUGH HINTON
Zebulon

e 21; single. Member A.Ph.A. and NCPA Stu-
t Branches, Pharmacy Senate and Kappa Psi.
use Manager Kappa Psi; President Kappa
; Reporter Pharmacy Senate; President Phar-
cy Student Body. Drug Store experience at
ofessional Pharmacy. Will accept employment
ywhere in North Carolina. Chapel Hill ad-
ss: 117 W. Rosemary Street.

WILLIAM EDWARD HOUSER
Cherryville

e 23; single. Member A.Ph.A. and NCPA Stu-
t Branches. Drug Store experience at Houser
ug Company. Prefers employment in Western
rth Carolina. Chapel Hill address: 7 Battle.

AUBREY E. HOLLOWELL
Edenton

e 27; single. Member A.Ph.A. and NCPA Stu-
t Branches. Drug Store experience at Mitche-
's Pharmacy. Chapel Hill address: 402 Grimes.

JAMES LEWIS INABINET
Winston-Salem

e 22; married. Member A.Ph.A. and NCPA
dent Branches, Pharmacy Senate, Rho Chi and
i Delta Chi. President Student Branches; Historian Rho Chi. Drug Store experience at Ogburntown Pharmacy and Economy Pharmacy. Has accepted employment after graduation. Chapel Hill address: Rosemary Apartment #14.

WILLIAM CARLTON JACKSON
Lumberton

Age 22; single. Member A.Ph.A. and NCPA Student Branches, Alpha Tau Omega. Drug Store experience at Hedgpeth Pharmacy. Will accept employment anywhere in North Carolina. Chapel Hill address: Alpha Tau Omega House.

FRANCIS DUKE JAMES
Mocksville

Age 22; single. Member A.Ph.A. and NCPA Student Branches, Phi Delta Chi. Drug Store experience at Hall Drug Company. Has accepted employment after graduation. Chapel Hill address: 2 Pettigrew.

LORETTA GRAY JOHNSON
Harrells

Age 22; single. Member A.Ph.A. and NCPA Student Branches, Pharmacy Senate, Kappa Epsilon, Alpha Gamma Delta. Secretary-Treasurer Kappa Epsilon; Secretary-Treasurer Pharmacy Senate; Secretary-Treasurer Student Body; Secretary Alpha Gamma Delta. Drug Store experience at Gowan Drug Company and James Walker Memorial Hospital Pharmacy. Will accept employment anywhere in North Carolina. Chapel Hill address: Alpha Gamma Delta House.

GLADYS ELIZABETH JOYCE
Mayodan

Member A.Ph.A. and NCPA Student Branches, Kappa Epsilon. Secretary Kappa Epsilon. Other Colleges attended: Averett College, W.C.U.N.C. (A.B.). Drug Store experience at Draper Pharmacy. Will accept employment anywhere in North Carolina. Chapel Hill address: 80 Maxwell Road.

DONALD RAY LEATHERWOOD
Waynesville

Age 26; married. Member A.Ph.A. and NCPA Student Branches, Kappa Psi. Drug Store experience at Ekerd's Drug Store. Prefers employment in Western North Carolina. Chapel Hill address: 200 Jackson Circle.

MARION B. MCCURDY
Raleigh

Age 27; married. Member A.Ph.A. and NCPA Student Branches, Sigma Phi Epsilon. Drug Store experience at Kerr Rexall Drug Company, Village Pharmacy. Prefers employment in Eastern North Carolina. Chapel Hill address: 185 Daniels Road.

CHRISTINE BECKY MANOS
Fayetteville

Age 23; single. Member A.Ph.A. and NCPA Student Branches, Pharmacy Senate, Kappa Epsilon. Secretary-Treasurer Senior Class; President Kappa Epsilon; Recorder Pharmacy Senate. Drug Store experience at Fayetteville Drug Company, Bender's Drug Company. Prefers employment in Eastern North Carolina. Chapel Hill address: 106 McIver.



WILLIAM L. MARSH
MARSHVILLE



SETH GEORGE MILLER
RALEIGH



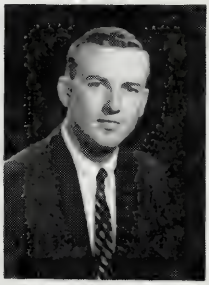
BERNIE J. NANCE
SALISBURY



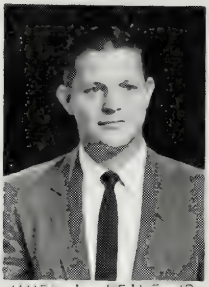
JAMES S. O'DANIEL
HICKORY



JAMES A. OLDHAM III
WILMINGTON



FREDERICK B. PARKER
MURFREESBORO



JAMES I. PEILE, JR.
HICKORY



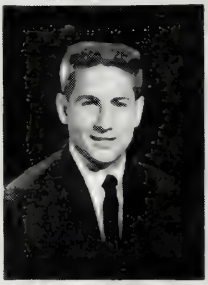
WILLIAM N. PONDER
EAST FLAT ROCK



JAMES MILLER PREVO
THOMASVILLE



ALFRED GENE SMITH
ELIZABETHTOWN



JOHN H. SMITH, JR.
FUQUAY SPRINGS



PAUL A. STEVENSON
ELIZABETH CITY



JOHN K. STOOTS
TROY



JAMES T. STREET
ROXBORO



PAUL M. WALKER
MAIDEN



JOSEPH W. WARD
WHITEVILLE

UNC PHARMACY SCHOOL GRADUATES—1958

WILLIAM LUTHER MARSH
Marshville

Age 22; single. Member A.Ph.A. and NCPA Student Branches, Phi Delta Chi, Rho Chi, UNC Band and Orchestra. Drug Store experience at Secrest Drug Company. Has accepted employment after graduation. Chapel Hill address: 126 Cobb.

SETH GEORGE MILLER
Raleigh

Age 22; married. Member A.Ph.A. and NCPA Student Branches, Pharmacy Senate, Kappa Psi, University Club. President Sophomore class. Drug Store experience at The Village Pharmacy. Prefers employment in Piedmont section of North Carolina. Chapel Hill address: 125 North Street.

BERNIE J. NANCE
Salisbury

Age 27; single. Member A.Ph.A. and NCPA Student Branches, Pharmacy Senate. Drug Store experience at Cabarrus Memorial Hospital Pharmacy. Prefers employment in Piedmont section of North Carolina. Chapel Hill address. 403 Ruffin.

JAMES SIDNEY O'DANIEL, JR.
Hickory

Age 26; married. Member A.Ph.A. and NCPA Student Branches, Pharmacy Senate, Phi Delta Chi. President Pharmacy Senate; Vice-President Phi Delta Chi. Drug Store experience at Hickory Drug Company, Viewmont Pharmacy, Eubanks Drug Company, Watts Hospital Pharmacy. Prefers employment in Piedmont or Western North Carolina. Chapel Hill address: 160 Daniels Road.

JAMES A. OLDHAM, III
Wilmington

Age 27, married. Member A.Ph.A. and NCPA Student Branches. Drug Store experience at Talton Drug Company. Prefers employment in Eastern North Carolina. Chapel Hill address: 74 Hamilton Road.

FREDERICK B. PARKER, JR.
Murfreesboro

Age 27, married. Member A.Ph.A. and NCPA Student Branches. Drug Store experience at Kerr Drug Store. Prefers employment in Eastern North Carolina. Chapel Hill address: 157 Daniels Road.

JAMES I. PEILE, JR.
Hickory

Age 27; married. Member A.Ph.A. and NCPA Student Branches. Other Colleges attended, Lenoir Rhyne College. Prefers employment in Piedmont section of North Carolina. Chapel Hill address: 130 Polk Street.

WILLIAM N. PONDER
East Flat Rock

Age 29; married. Member Rho Chi. Drug Store experience at Senter's Drug Store. Has accepted employment after graduation. Chapel Hill address: 213 Jackson Circle.

JAMES MILLER PREVO
Thomasville

Age 22; married. Member A.Ph.A. and NCPA Student Branches, Pharmacy Senate, Rho Chi, Phi Delta Chi. Secretary-Treasurer Rho Chi; Treasurer Phi Delta Chi; Corresponding Secretary of Phi Delta Chi. Drug Store experience at Thomasville Drug Company, Mann Drug Company. Prefers employment in Western North Carolina. Chapel Hill address: 20 Rosemary Apartments.

ALFRED GENE SMITH
Elizabethtown

Age 23; single. Member A.Ph.A. and NCPA Student Branches, Phi Delta Chi. Drug Store experience at Medical Arts Pharmacy, Fairmont Drug Store. Has accepted employment after graduation. Chapel Hill address: 301 Ruffin.

JOHN HUBERT SMITH, JR.
Fuquay Springs

Age 23; single. Member A.Ph.A. and NCPA Student Branches. Has accepted employment after graduation. Chapel Hill address: 12 Battle.

PAUL A. STEVENSON
Elizabeth City

Age 26; married. Member A.Ph.A. and NCPA Student Branches, Rho Chi. President Senior Class. Drug Store experience at Overman & Stevenson Drug Store, Duke Hospital Pharmacy, Eckerd's Drug Store. Will accept employment anywhere in North Carolina. Chapel Hill address: 183 Daniels Road.

JOHN K. STOOTS
Troy

Age 29; married. Member A.Ph.A. and NCPA Student Branches, Kappa Psi. Other Colleges attended, Mars Hill College. Prefers employment in Western North Carolina. Chapel Hill address: 342 Cobb.

JAMES THOMAS STREET
Roxboro

Age 29; married. Member A.Ph.A. and NCPA Student Branches, Kappa Psi. Other Colleges attended, Wake Forest College. Drug Store experience at Thomas Drug Store. Prefers employment in Piedmont section of North Carolina. Chapel Hill address: 117 W. Rosemary St.

PAUL MORGAN WALKER
Maiden

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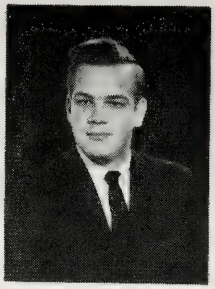
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- Raleigh—Mrs. W. W. Jordan
- Charlotte—Mrs. W. G. Fowler
- Chapel Hill—Miss Alice Noble
- Wilmington—Mrs. James L. Holloway
- High Point—Mrs. Claude Lowe

Raleigh

The Raleigh Woman's Drug Club met ursday, March 6, at the home of Mrs. I. Cromley.

Mrs. R. L. Brown, president, presided r the meeting. It was announced that other bake sale would be held in April Kerr Rexall Drug. The Club received etter from the Wake County Ambassador questing a donation to send an ambassa- r this year to a foreign country. It was ed to send the donation after presenting annual scholarship to the Pharmacy hool at Carolina.

Delicious refreshments were served and dge and canasta were enjoyed by all.

The Raleigh Club is looking forward to ing guests of Mrs. W. J. Smith at the stitute of Pharmacy, Chapel Hill, for April meeting.

Wilmington

The Woman's Auxiliary of the Wilming- n Drug Club met on Thursday, March 27, the home of Mrs. J. C. Wright. Mrs. L. Holloway was co-hostess.

The meeting was conducted by the Presi- nt, Mrs. G. W. Turner. In the absence of Treasurer, Mrs. Turner gave a report the recent sale of rummage. The mem- rs then voted to send the usual check to North Carolina School of Pharmacy, ing the sale money as part of the dona- n.

Mrs. Turner and Mrs. W. R. Adams will present the Club at the Convention of North Carolina Pharmaceutical Asso- ation, in Durham on April 13-15.

After the meeting, bridge and canasta re played, and the hostesses served re- eshments.

Greensboro

Mrs. Jerome Judd, representing a local slendering salon, gave an illustrated talk on "Figure Control" at the March 25 meeting of the Greensboro Drug Auxiliary.

During a business session, Mrs. W. E. Davis, Ways & Means Chairman, reported that the Auxiliary had realized $345.51 from the different projects this year.

The Auxiliary voted to continue a $225 scholarship to a worthy pharmacy student in the School of Pharmacy at Chapel Hill; $75.00 to the School of Pharmacy and $25 to the Institute of Pharmacy.

A nominating committee was selected: Mrs. G. G. Buchanan, chm., Mrs. E. R. Kinard and Mrs. J. T. Usher.

Hostesses for the meeting were Mrs. T. G. Crutchfield, Mrs. V. F. Smith and Mrs. J. H. Best. Mrs. Edmonds won the door prize.

Raleigh

The Raleigh Woman's Club was delightfully entertained at a luncheon given by the N. C. Pharmaceutical Association with Mrs. W. J. Smith as hostess, in Chapel Hill, Thursday, April 4th.

Each guest's place was marked by an attractive pill box labeled "spring tonic" and containing candy "capsules." A delightful buffet luncheon was served at twelve noon.

It was announced that the club donated the following sums of money:

$100.00 to the Institute of Pharmacy for a desk
$5.00 to the Raleigh Community Ambassador
$25.00 to the Cancer Fund
$10.00 to the YWCA
$15.00 to Cerebral Palsy Fund
$15.00 to Heart Fund

The slate of officers for the 1958-59 year was announced as follows:

President—Mrs. W. H. Wilson
Secretary—Mrs. Thomas Sanders
Vice-President—Mrs. Romas T. White
Treasurer—Mrs. Larry Auckland
Reporter—Mrs. Forrest Matthews

Mr. and Mrs. J. Floyd Goodrich of Durham and Mr. W. J. Smith gave interesting talks on the N.C.P.A. Convention to be held in Durham.

MD Convicted for Selling 3,000 Tablets To Non-Patients

This decision is highly significant in that for the first time a District Court of Appeals found that the language of The Food, Drug & Cosmetic Act is broad enough to cover the sale of drugs by physicians.

IN THE
UNITED STATES COURT OF APPEALS
FOR THE FIFTH CIRCUIT
No. 16536
THOMAS GUY BROWN,
Appellant,
versus
UNITED STATES OF AMERICA,
Appellee.

Appeal from the United States District Court for the Northern District of Texas.

(January 3, 1958.)

Before TUTTLE, JONES and BROWN, Circuit Judges.

TUTTLE, Circuit Judge: This is an appeal from the conviction of a physician for the violation of provisions of the Food, Drug and Cosmetic Act that prohibits the *dispensing* of certain potentially harmful drugs, transported in interstate commerce, without a *prescription.*

The evidence fully warranted the jury's finding that the appellant, a practicing physician in Dumas, Texas, sold to two Federal agents, whom he supposed to be truck drivers, three separate lots of dextro-amphetamine hydrochlorine tablets[1] that had been shipped in interstate commerce; that prior to dispensing them Dr. Brown had not prepared or given them any prescription and had not physically examined either of them and had not questioned them or "prescribed" a dosage or otherwise attempted to acquaint himself with either the physical condition or needs of either man.

The statute under which the three-count indictment was brought makes illegal and punishable as for a misdemeanor, under circumstances here present, a violation of the following provisions of 21 U.S.C.A. § 353 (b) (1):

> "A drug intended for use by man which
>
> (B) Because of its toxicity or other potentiality for harmful effect, or the method of its use, or the collateral measures necessary to its use, is not safe for use except under the supervision of a practitioner licensed by law to administer such a drug;
>
>
>
> shall be dispensed only (i) upon a written prescription of a practitioner licensed by law to administer such drug, or (ii) upon an oral prescription of such practitioner which is reduced promptly to writing and filed by the pharmacist, or (iii) by refilling any such written or oral prescription if such refilling is authorized by the prescriber either in the original prescription or by oral order which is reduced promptly to writing and filed by the pharmacist. The act of dispensing a drug contrary to the provisions of this paragraph shall be deemed to be an act which results in the drug being misbranded while held for sale."
>
> 21 U.S.C.A. § 353 (b) (2).

Although the appellant denies the sale implying that the transactions with the tw agents were of quite a different nature, h makes no contention that there was n sufficient evidence to sustain the convictio

[1] The testimony, denied by the accused, was to the effect that the agent Spivak obtained 1000 5-mg. tablets on March 10th, 1000 10-mg. tablets on March 22nd, and that, in the presence of Spivak, another agent, Keeting, received 1000 5-mg. tablets on March 23rd.

the terms of this statute reach a regular-licensed physician who sells these covered ugs under the circumstances outlined. he burden of his defense is that the pro-sions of the Act do not apply to the act dispensing drugs by a licensed physician. No decided case in which an appellate urt has precisely held this law applicable the conduct of a regularly licensed ysician has been called to our attention. he Court of Appeals for the Tenth Cir-it affirmed a conviction of one who held mself out to be a doctor, but who had not tained a medical license in *Archambaut* v. *nited States*, 10 Cir., 224 F. 2d 925. The istrict Court for the Western District of issouri construed the law as here con-nded for by the United States where it tered a judgment of conviction on a plea nolo contendere against a doctor who spensed pills of the proscribed type with-t an examination or prescription. In ntencing the prisoner, the district judge, w Supreme Court Justice Whittaker, said:

"Your error lies in the fact that, having a license to practice medicine, you have assumed that it was a license to peddle pills, and that is not the law. People came to you, Doctor, and without an examination or any prescription, just ordered pills and you would ask them, 'Do you want the red or the yellow?'—and you just handed out the pills, these barbiturates and sex harmones, (*sic*) without any examination or prescription. You did that to those Government agents who came in there, not once but half a dozen times.

"Now, there seems to be some concept among the members of the medical profession that to have a license to deal in medicine carries a license to deal in barbiturates. That is not the law. The medical profession might just as well understand it. If I come to you for treatment and you, in your medical capacity examine me, and after examination determine that certain barbiturates would be beneficial to me, then you have a right to write a prescription to me, and then I have a right to get them and use them, but not otherwise."

United States v. *Amin Boutros*, (D.C.W.D. Mo.) No. 19,304-Cr. Decided Dec. 23, 1955.

The language of the statute, considered alone, is certainly broad enough to make criminal what was done here. It says expressly that these pills "shall be dispensed only (i) upon a written prescription of a practitioner licensed by law to administer such drug, or (ii) upon an oral prescription of such practitioner which is reduced promptly to writing and filed by the pharmacist, or (iii) by refilling any such" The 3000 tablets were acquired by the "purchasers," who were not "patients," without either a written or oral prescription, no matter how broadly the word "prescription" is to be construed.

Appellant argues only that although the language is broad enough to include physicians, the statute must be interpreted differently and for this proposition he refers to the discussion in the legislative history of the apparent purpose to make the requirements applicable to "druggists." But we do not need to refer to the legislative history of this particular act to construe the statute. The Supreme Court has on several occasions held that the purpose of the legislation is the protection of the people from dangerous products which are shipped in interstate commerce. *United States* v. *Dotterweich*, 320 U. S. 277; *United States* v. *Sullivan*, 332 U. S. 689. Further, the Court in the Sullivan case, said:

> ". . . there is no canon against using common sense in reading a criminal law, so that strained and technical constructions do not defeat its purpose by creating exceptions from or loopholes in it." 332 U. S. 689, 693.

Moreover, the Supreme Court has also construed the word "prescription" as used in other related Federal legislation. Recognizing, as we do, that under the Harrison Narcotic Act, the question of good faith treatment of patients may be involved, nevertheless we find, in a Harrison Act case, pertinent language describing a "prescription." The Court answered a certified

(Concluded on next page)

MD CONVICTED

question from the Court of Appeals for the Sixth Circuit:

> "3. If a practicing and registered physician issues an order for morphine to an habitual user thereof, the order not being issued by him in the course of professional treatment in the attempted cure of the habit, but being issued for the purpose of providing the user with morphine sufficient to keep him comfortable by maintaining his customary use, is such order a physician's prescription under exception (b) of §2?"

Webb v. *United States*, 249 U. S. 96, 99.

The answer, obvious it seems to any who consider the matter, was:

> "As to question three—to call such an order for the use of morphine a physician's prescription would be so plain a perversion of meaning that no discussion of the subject is required. That question should be answered in the negative."

Webb v. *United States* 2,49 U. S. 96, 100.

What was there said by the Supreme Court answers, we think, appellant's objection to the court's charge that the jury might properly consider whether a doctor-patient relationship existed.[2] The inquiry whether there was a bona fide relationship of patient and doctor bears on the question whether there had ever been a "prescription" for the agents. The court thr broadened the term to something more tha written paper, which really benefited th accused. The jury, under this charge, coul have found that Dr. Brown "prescribed for the men if the jury had found the e istence of a doctor-patient relationshi which appellant testified vaguely did exis at least as to two of the sales. There w no error in submitting this issue to the jur

We conclude that the jury had amp grounds for finding that Dr. Brown di pensed the tablets without prescription an we find that such action is prohibited und the law, even when done by a regular licensed physician.

The judgment is AFFIRMED.

[2] The charge was:

"If you find that the defendant did dispense the original contents of Government Exhibits 1, 2 and 3, two of them to the Government witness Spivak, and the other to the Government witness Keeting, then in determining whether he dispensed the drugs therein on prescription, you may properly consider whether a doctor-patient relationship existed between the defendant and the person to whom you find he sold the bottle of drug in each instance, whether he considered the individual needs of the person to whom he dispensed the drug, the quantity of the drug dispensed and the manner in which he supervised the use of the drug. The fact that the defendant is a physician licensed under the laws of Texas does not exempt him from responsibility for any violation of the terms of the Federal law in question."

Cover Page

Lederle's Chief Buyer—Mrs. Elsie E twistle, purchasing agent of Lederle La oratories Division, American Cyanam Company, surveys some of the material s and her staff of 40 people are called up to buy. Included in the $20 million wor of material she bought in 1957 were: 5,0 different chemicals, thousands of cases laboratory glass, 4½ million live embr eggs, more than half a million laborato animals, over $300,000 worth of anim feed, and microscopes costing as much $25,000. Mrs. Entwistle started with Le erle 39 years ago preparing injecti needles for antitoxin packages.

News Briefs

- Research involving the universal antido (magnesium oxide, tannic acide and ac vated charcoal) shows that burned toa and burned sugar, sometimes reco mended as substitutes for activated cha coal in the antidote due to their rea availability, are of no practical value.

- The Woman's Auxiliary of the NCP organized in 1920 with less than 30 me bers, has grown steadily until today is the largest organization of its type the United States. This year the ladi hope to top last year's total of 601 pa members.

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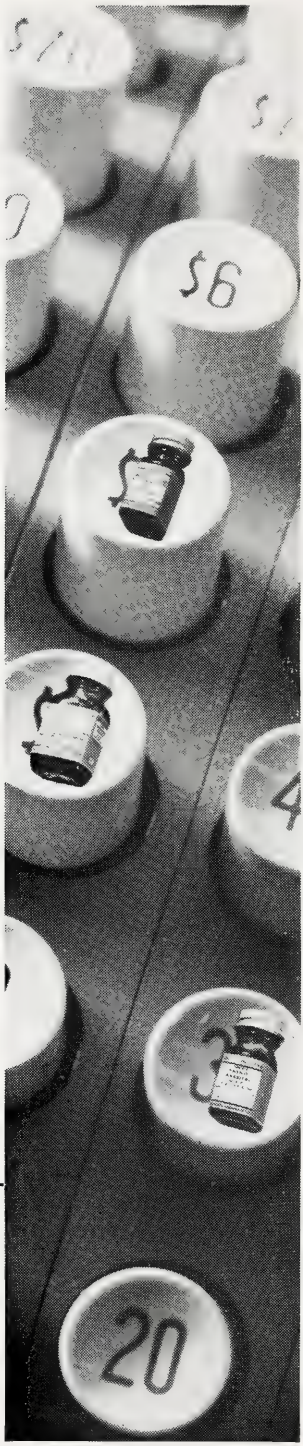
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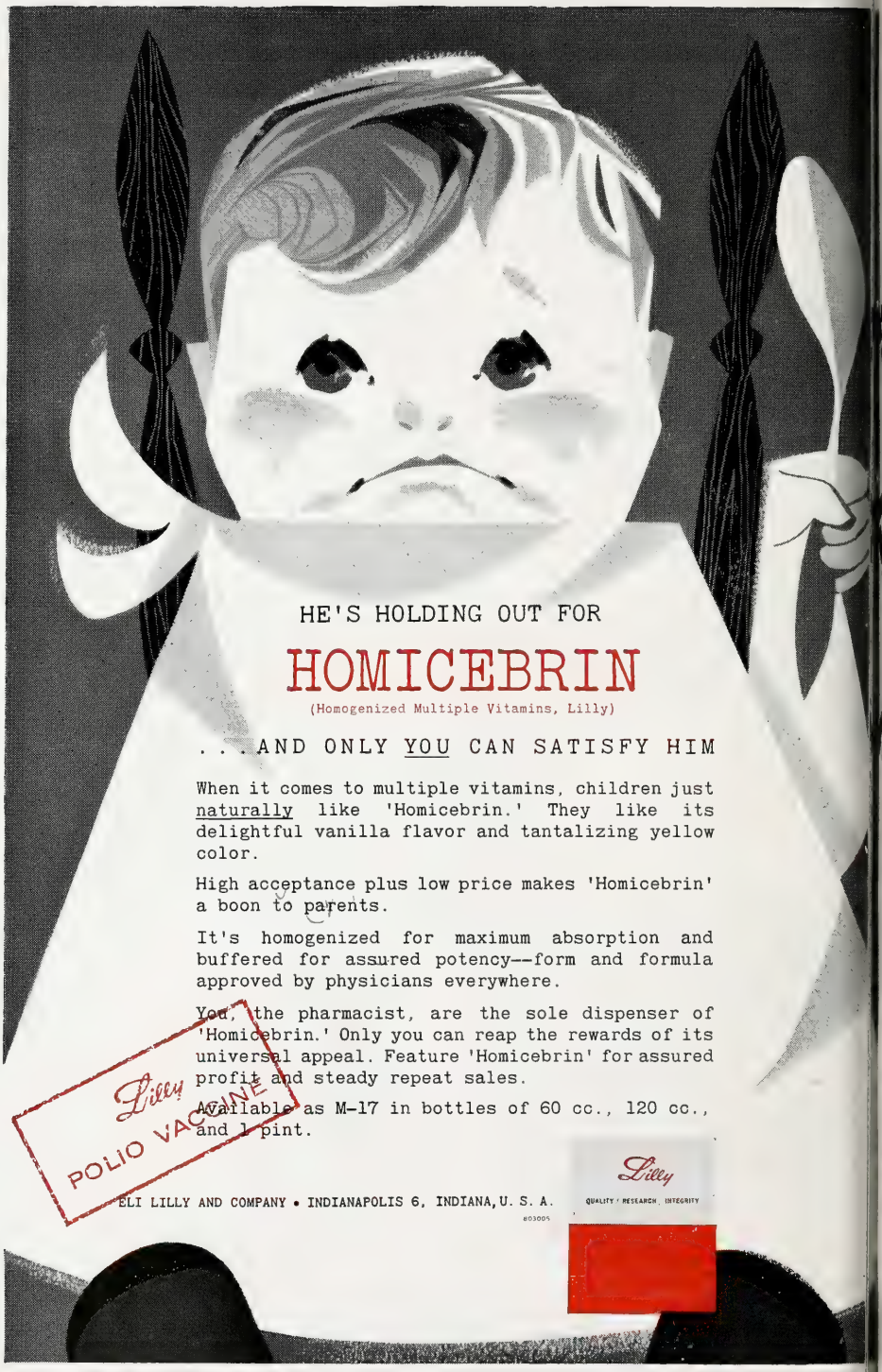
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Volume XXXIX MAY, 1958 Number 5



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The Carolina
JOURNAL OF PHARMACY

May, 1958

OL. XXXIX No. 5

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Cooperation and Trust

Up in Kenbridge, Va. (that's near Blackstone), two drug stores stand on diagonal corners of a main intersection. The drug store business, in a small town, with limited help, is exhausting, the hours being long.

In Kenbridge, the two competitors have worked things out to their mutual benefit without depriving the public of service. On alternate nights, one drug store remains open; the other closes. Each proprietor has a key to his rival's establishment. If a prescription comes in directed to the other drug store, the pharmacist gets out his key, crosses the street, compounds the prescription and collects for it or enters the charge on his rival's books.

Two things immediately are obvious:

1. Both are honest men.
2. They trust each other.

In our highly competitive and greedy times, the nation—and the world—need more men with that kind of faith in their fellowmen.

Editorial, *The Durham Sun*, Friday, May 2, 1958

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill. North Carolina under the Act of March 3, 1879.

Cover Page

Woman of the Week

Each Monday morning **The Asheville Citizen** devotes a three column-half page to a feature called "Woman of the Week" in which a western North Carolina woman is introduced to the readers.

When the editors decided it was time for a woman pharmacist to be interviewed for this select group, they selected Virginia Callahan of Asheville as being representative of the women pharmacists of western North Carolina.

As is customary, a photographer was sent to obtain a picture or pictures of the subject in surroundings allusive to the vocation or avocation of the subject, then a columnist arranged an interview. The picture on our cover was taken in the prescription room at Salleys where Virginia is one of the pharmacists. The account following is a result of the interview **before it was spaced** to be set under the three column width photograph as it appeared in the **Citizen** of April 21.

"Not too many women go into pharmacy as a profession and of those who do, not many continue working continuously after they marry and have children. Mrs. Virginia Callahan is the exception. In the nine years she have been practicing, both in hospitals and retail drug stores, she says very few men have objected to accepting her as a pharmacist but some women have. One even laughed merrily and refused to believe she was qualified!

During her junior year at the University of North Carolina, the daughter of Dr. H. A. and Dr. Claudine Limbaugh married Robert P. Callahan. He had served in the U. S. Navy and was a sophomore student. She graduated from the School of Pharmacy in 1949 with a B.S. degree and served a year's internship at Duke Hospital Pharmacy until she could get her license at the age of 21.

Mrs. Callahan's experience includes working at Memorial Mission Hospital Pharmacy and opening a new pharmacy at St. Joseph Hospital. She then took six months' time off to play mama to a daughter, Rebecca Sue, now six and one-half years old. Salleys Drug Store for a year, then Patte son Drug Company in Winston-Salem f three years, and back to Salleys in 195 have kept her busy.

Virginia has served as vice president Kappa Epsilon, pharmaceutical sororit and is a member of Rho Chi, nation honorary pharmaceutical society. Sin 1951 she has been an officer of the Weste North Carolina Drug Club and as such a member of the group's executive boa

Last week she attended the convention the North Carolina Pharmaceutical Assoc tion in Durham and returned with a ve bad case of laryngitis. According to h it is the most horrible thing that can ha pen to a woman—not being able to talk!

Mr. Callahan is payroll supervisor of t Hicks Corporation. For relaxation t couple likes to square dance, the authen Southern Highlands clogging style."

Acknowledgment

The news story appearing on this pa as background information to our co picture is the product of three specialist

(1) James Harrison, Director of P fessional Services, The Dr. T. C. Sm Company, who nominated Mrs. Callahan "Woman of the Week" and supplied so of the copy incorporated as a part of t story.

(2) A reporter from *The Asheville C zen,* whose writing assignment was ma easier with Harrison's assistance.

(3) And the excellent picture by Citiz Photographer Glenn, whose lens reporti is triple A, blue ribbon photography.

The picture-story originally appeared **The Asheville Citizen,** April 21.

Hospital Patient

Mr. W. T. Andrews is a patient at t Presbyterian Hospital, Charlotte, followi a heart attack in late April. He is showi definite improvement; hopes to return ho by early June.

CPA Convention

urham Meeting Tabbed "One of the Best"

bove-average attendance, interesting and ormative programs and superior enter- ment sums up the 78th annual conven- n of the NCPA and its two affiliated iliaries, The Woman's Auxiliary and The veling Men's Auxiliary.

eginning with a reunion of the UNC rmacy Class of '38 (twenty members of Class had a wonderful time talking over nts that date back more than twenty rs) and a magnificently staged dinner er the supervision of Tom Reamer and co-workers, the 78th Convention got to a fast pace that was characteristic of next two days.

enator Ervin told the opening session up: "As long as North Carolina has as ny drug stores as it has now, North olina will be a safe, sane state."

Special recognition to a number of pharmacists and others for services to the advancement of Pharmacy was a feature of the opening session.

Awards - Honors

"Rex" awards to (1) Joseph P. Barbour of Burlington "for the most outstanding continuous series of professional pharmacy advertisements appearing in a North Carolina newspaper during the past year." (2) Frank Errigo of Charlotte "for distinguished services in the field of public relations."

Inducted into Pharmacy's Hall of Fame in Pharmacy: Dr. Henry Roland Totten of the University of North Carolina.

Inducted into The Academy of Pharmacy

(Continued on page 180)



PRESIDENTS GREET SENATOR ERVIN—President C. D. Blanton (NCPA), Mrs. W. D. Welch, Jr. (Woman's Aux.) and Robert C. NeSmith (TMA) here shown with Senator Ervin immediately prior to the first convention session.

for outstanding civic, religious and professional activities: John A. McNeill of Whiteville, Hoy A. Moose of Mount Pleasant, Jean Bush Provò of Raleigh, Gerald M. Stahl of Durham, Robert Neal Watson of Sanford, James A. Way, Jr. of Winston-Salem, W. S. Wolfe of Mount Airy and Howard A. Yandle of Chapel Hill.

The Pepsodent $500 Scholarship Award (presented by Howard Cox, district representative of the Pepsodent Division of Lever Brothers) to Franklin Alexander Measamer of Sanford.

SPEAKERS

A distinguished list of speakers appeared during the 2-day session. In addition to more than forty members of the Association taking an active part in the program, guest speakers included Senator Ervin, Robert E. Abrams, Executive Secretary of the American College of Apothecaries, I. A. Hobbs of the U. S. Atomic Energy Commission, Dr. Thomas T. Jones, Director of the Durham Alcoholic Information center, John R. Kenny, Jr., Assistant Manager Trade Distribution, E. R. Squibb & So (Mr. Kenny's talk appears in this iss of THE JOURNAL), George A. Stevenson, D visional Sales Manager of The Upjohn Co pany and Chancellor William B. Aycock The University of North Carolina.

The business-starter breakfasts (an e periment by the NCPA) at 8:30 attract sufficient response to justify a repeat the '59 meeting. In particular, membe appeared to prefer the tables, where th remained seated for the business sessio over the former arrangement.

WOMAN'S AUXILIARY

A brunch, tour of Duke Gardens and t Liggett-Myers Tobacco Plant, a lunche and fashion show plus two shows and t dances kept the ladies busy. A registrati of 243 members was run up by the Auxi ary.

The business session, under capable lea ership of Mrs. Welch, the president, w noteworthy for the quality of the repor

(Continued on page 183)



RECEIVE 50 PLUS PINS—Among the 16 new members of the 50 Plus Club (licensed 50 plus years) were four Durham pharmacists, here shown receiving 50 year pins from NCPA President Blanton: D. L. Boone, D. M. McKay, C. T. Council and C. C. Cannon.

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We manufacture all size stores as well as any special fixtures you may need. We also distribute all types of soda fountain and luncheonette equipment.

FREE PLANNING SERVICE—LET US HELP YOU PLAN TO GET MORE FOR YOUR MONEY

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CHARLOTTE, NORTH CAROLINA

ught in by the state officers and repre-tatives of the local groups. Six scholar-ps and hundreds of dollars in contribu-ns to worthy projects (complete details the Year Book) were announced during Auxiliary session.

PEABODY PARTY

No exact count was kept on attendance the Peabody Drug Company Party on nday night but is it known more than 00 persons attended. Held in the spacious 00 seat Carolina Theatre, which Peabody erved for the occasion, the delegates ard "Miss North Carolina" in several mbers and watched Miss Faye Gooch, a tional baton champion, whose act was well received she was brought back for second appearance on the last night of e convention.

PRIZES

Under the direction of Mrs. James R. steel, sufficient prizes were on hand to sure one or more items for each lady gistrant. In addition to the merchandise gs handed out at the time of registration, ch lady registrant received a $2.00 Squibb ach bag plus a chance at approximately 0 prizes valued at from $1 to $50 each.

50 PLUS CLUB

Pharmacists who qualified for member-ip in the "50 Plus Club" (member of e NCPA and licensed as a pharmacist r 50+ years):

John K. Civil, Charlotte; B. P. Costner, ncolnton; W. R. Dixon, Charlotte; L. J. ea, Laurinburg; J. S. Rudisill, Forest ty; W. A. Sappenfield, Statesville; Ralph Sykes, Greensboro; and E. L. Vinson, alifax.

Thirty-nine pharmacists had previously en inducted into the 50 Plus Club, many whom attended the Convention and a ecial Justice Drug Company-sponsored nner held in their honor.

NOMINEES

The committee on nominations, consist-g of W. B. Gurley, Chm., T. J. Ham, Jr., ohn C. Hood, Alfred N. Martin, Fred M. loss, Ralph P. Rogers, Sr. and W. S. Volfe, submitted the following report (a mail ballot election is now underway in the state):

For President: Sam W. McFalls, Greensboro; James A. Way, Jr., Winston-Salem.

For First Vice-President: E. R. Fuller, Salisbury; A. Kirk Hardee, Jr., Charlotte.

For Second Vice-President: Robert B. Hall, Mocksville; Herbert E. Lovett, Liberty.

For Third Vice-President: Sam Jenkins, Walstonburg; John T. Stevenson, Elizabeth City.

For NCPA Executive Committee—3 Years: John Biggs, Greenville; W. D. Welch, Jr., Washington.

For Member of the Board of Pharmacy—5-Year Term: Paul Jenkins, Murfreesboro; N. O. McDowell, Jr., Scotland Neck; W. E. Hardee, Charlotte (Nominated from floor).

For Directors of N. C. Pharmaceutical Research Foundation, Inc.; F. Jackson Andrews, Durham; C. D. Blanton, Kings Mountain; C. T. Council, Durham; J. C. Jackson, Lumberton; Roger A. McDuffie, Greensboro; Jesse M. Pike, Concord; Ralph P. Rogers, Sr., Durham; and W. Worsey Welch, Washington.

(Continued on page 201)

To the Members of the Pharmacy Class of 1938 of the University of North Carolina:

Through the kindness of W. J. Smith, I am addressing this to the group that had a class reunion at a recent meeting of the North Carolina Pharmaceutical Association.

One of the gratifying and encouraging things about teaching is that the former students do occasionally think about their former teachers and I read with a great deal of interest, as well as pleasure, the notes which you wrote me on the occasion of your twentieth anniversary as a class and which greetings Dean Brecht was so kind to bring to me during my attendance at the American Pharmaceutical Association Meeting in Los Angeles.

Your thoughtfulness was very much appreciated.

Best wishes.

Sincerely,
/s/ Henry M. Burlage

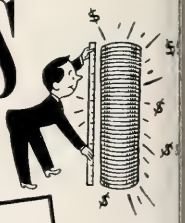
you know, **BUT...**

do your clerks know?



larger unit sales mea

BIGGER PROFITS



display and sell
the "FAMILY PACK"



50 POWDERS
or
100 TABLETS

Guaranteed by Good Housekeeping

...a better value for your customer!

"Have Your Cake and Eat It Too!"

By JOHN R. KENNY, JR., *Assistant Manager Trade Distribution, E. R. Squibb & Sons*

A business man today must be part anker, politician and diplomat. Knowing ow to buy and sell products is not enough. his particularly applies to the profession pharmacy because of its direct associaon with medicine's giant strides forward the past few years and because of the nstantly changing trends in merchandisg and selling. As in any great business, ere are problems—and pharmacy certain has its share of them.

conomics

At the present time, economics seems to e the most pressing problem. There is lk of recession—however, the drug busiess has not suffered too severely yet. Our stomers who are working have money. We now this because of the increase of capital savings accounts, mutual funds and inurance. Stocks have taken a slight upurn. Reports are that supermarket people ontinue to expand their outlets. Evidentv, shopping in food stores has *not* dereased. Even the nation's motel industry s expanding its facilties at a faster rate han last year, which indicates that people till have money to travel.

Our economic problem then is how to inrease product promotion so that consumers ill spend more of their savings.

rofessional

Ever since the first drug store was estabished in 1700, pharmacy has had a conuinal uphill battle to promote professional elations with the medical profession and he other fields of science. We do have rofessional problems.

Inventory

It is reported that industry has now eached a point where it is over-producing. New manufacturing techniques produce nore products; Research discovers new products. In some areas, pharmacy has experienced an inventory problem and this is understandable. Wise control of inventory both in front and back store areas is now a must in every pharmacy.

Legislative

Legislation must now be followed very closely by all state and national pharmacy associations. Non-drug outlets have the knowhow and capital to legislate measures which tend to cut into pharmacy's business.

Because of watchdog duty by pharmacy, there are many outstanding success stories of how state associations have managed to block some of these one-sided bills. Some of these states are: North Carolina, Minnesota, New Jersey, Massachusetts and California.

Manpower

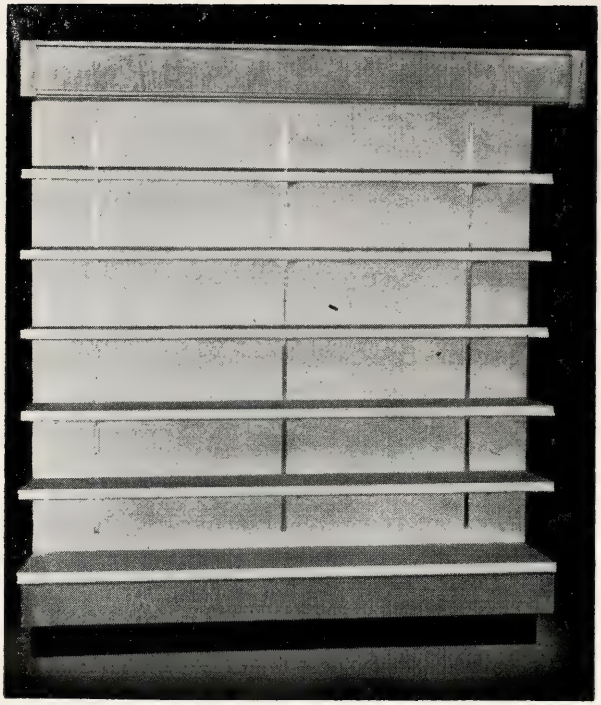
There are not enough qualified pharmacists and salespeople to man our pharmacies today. A reliable source reports that in 1957, 1,600 new stores were opened; however, 1,200 closed. There were 1,700 which changed locations. All in all, a total of

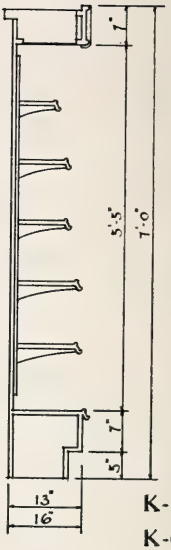
(Continued on page 187)

POWERS-TAYLOR
DRUG COMPANY
Richmond, Va.

Wholesale Druggists
Importers & Jobbers
Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years
insures our ability to serve you
satisfactorily





K-312
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SECTION

CONTINUOUS SELF-SERVICE OPEN DISPLAY WALL CASES

Our continuous style self-service open display wall fixtures are available in 13" nd 16" depths. The five shelves are adjustable and fitted with a price tag moul ng that becomes a part of the shelf itself. The shelves recede from the base, acc n-plished by using narrower shelves near the top.

The vertically grained hardwood apron and cornice set off the lacquer colorec n-terior shelves. The base is recessed and black enamel finished. The cornice ay be extruded and fitted with fluorescent lights. Lettered glass panels may be inse ed into the cornice, or wood letters mounted on top, to identify departments.

The shelves in these continuous wall fixtures may be made interchangeable with hc shelves on our Gondolas for maximum efficiency. Shelves may be equipped th glass bins to suit individual requirements.

Send for our complete catalog or free engineering service.

GRANT E. KEY, INC.

Manufacturers — Distributors

LYNCHBURG VIRGI A

HAVE YOUR CAKE

(Continued from page 185)

bout 8.6% changes occurred involving ore personnel during the year.

An interesting point this survey revealed as that 1/3 more stores are opening than osing and that these new stores require 3, or 4 man operations. We need new ood and qualified, professional-minded lood. Just anyone will not do these days.

air Trade

During tough times, Fair Trade helped o equalize the drug business. It is still eeded, even in these good times, in spite f the fact that our drug business increased 0.5% in 1957. We can all help promote 'air Trade by asking our Congressman to upport favorable bills and by working ore closely with our state secretaries Fair 'rade programs.

Markets

In 1955 all pharmacy organizations and ndustry suddenly came to the realization hat certain markets had been slipping way.

Trade journals and surveys pointed out hat 72% of our **Dental Cream** business was one, 55% of **Shaving Cream** and 57% of **Toothbrushes.** (You and I know that the world's most widely purchased brush is now a door-to-door brush.) Only 51% of your **headache** remedy business remained in drug stores.

In **vitamins,** you have suffered even greater losses. A **350 million** dollar market and already 27% of this business has been thrown out the window. Some pharmacists report that **door-to-door** salesmen have made sales of vitamin products to customers right under their noses, within their own drug stores. **Mail order** houses and discount houses whittle away at our business. I'm sure you're very familiar with these situations already. What do we do about this problem? For one thing, you have to **believe** in vitamins. Then we have to **train** ourselves and our sales people to sell vitamins.

We have to set up improved methods to **communicate** with our customers. And, of course, in order to communicate better we must **display** vitamin products.

Counting hair preparations, laxatives, first aid products, oral hygiene and the cosmetic markets which also have been affected by non-drug outlets, our total market loss is close to a **billion and a half dollars.**

That's a lot of business thrown out of the window!

Let's see what we have accomplished in the last 3 years since the retailer and pharmaceutical industry began working together to protect some of these important markets. Certainly a comparison of individual drug store volume to total amount of disposable income in the country would be an excellent measure.

Total disposable income in 1955 was **5.2 million**—drug stores received an average of **$98,000** per store, which was **1.8%.** In 1956, disposable income had increased to **5.3 million**—over **$106,000** per store, or **2.0%** of the total. Good news! 1957's disposable income increased again to **5.4 million**—store average **$118,000** which was a share of **2.2%.**

On the surface this is encouraging, but let me remind you that we are **now** back only to our 1945 level. We are only **now** just scratching the surface. We can do better!

We are all familiar with the past. What about the future? How can we gain even greater profits and build an even sounder business?

The title of this talk is **"Have Your Cake and Eat It Too!"** Let's build a cake and and compare it to our pharmacy business!

First, the base of our cake—**"Prescriptions."** In 1957, an increase of 15.9% over 1956. Estimated at 25% of our business—60% of our profit. Next, **home necessities.** There are no published figures for the combined value of this area of our business—but you and I know how important it is as a traffic builder and necessary part of our business. **Vitamins!** We've already discussed vitamins under "markets"—but 350 million dollars is nothing to turn our backs on.

Here is a portion of our business which is relatively new—(OTC)—Over-The-Counter products. Reportedly worth **150 million** dollars today. Within the past 5 years,

(Concluded on page 189)

Recommend "BC" with Confidence...



America's Fastest-Selling Headache Powder

. . . And As A Tablet—

A Nation-wide Success Selling Faster Each Day

REPEAT SALES ASSURED!

"BC" is the product of a well-established firm that has continually manufactured "BC" . . . and nothing else . . . for almost a half century.

As you will recognize on the label, "BC" contains a number of well-known ingredients widely recommended for the relief of pain. These ingredients are compounded and "BC" is produced under the finest pharmaceutical-type conditions in a modern plant.

You can recommend "BC" with confidence. The gentle but effective relief of "BC" will bring you repeat sales.

BC

OVER 89 MILLION PACKAGES A YEAR

backed by hard-hitting local and national advertising

B. C. REMEDY CO.

DURHAM, NORTH CAROLINA

HAVE YOUR CAKE

(Continued from page 187)

ver 21 **products** no longer have a **legend** abel. We can sell them over-the-counter.

This cake has a few flies sitting on it nd eating away the profits. One of these lies is on our prescription department, nother on home necessities, and still nother on vitamins. These flies are door-o-door salesmen, mail order houses, super-narkets and many other non-drug outlets. No flies on OTC yet. This is an area still **xclusive** with pharmacy. Here is where ve find the frosting on our cake. We should ention that besides your own selling ef-orts to move out OTC products, there are lso **700 manufacturers** and over **15,000** De-ail men stimulating specifications in medi-al areas. Ten of these manufacturers have ,000 detail men alone.

How do we get rid of these flies in our ther areas here? **Departmentalize** the ront of our store—set up a **vitamin de-artment. More effective selling** related elling and display of home necessities!

There is one key word to be used in build-ng our prescription business—**"Confidence."** here is no substitute for a customer's con-dence or a physician's confidence in our usiness.

Let's get rid of these flies!

We've discussed a good many segments f our business today—however, there are wo additional important thoughts that I ould like to leave with you. First, non-rug outlets would like to have pharmacy mitate their selling and display techniques. f we do, we at once lose two of our most aluable assets—**Identity** and **Personal Con-act.** Today, a pharmacy needs both of hese to maintain a healthy business. These re the chief reasons why customers enter ur store. We spend five to six years train-ng ourselves to answer questions. Let's e sure to give our customers and physi-ians a chance to ask them!

Gentlemen, (and ladies)—It is possible to **"Have Your Cake and Eat It Too!"** It is ust as important to **"Have Your Business nd Profit Too!"** By working together nd fighting back harder we can do this!

1958 will be a year that will reward those with initiative, as well as those who are creative and aggressive.

News Notes from Justice Drug

Those attending the North Carolina Pharmaceutical Association convention in Durham, April 13-15, from Justice Drug Company included: P. A. Hayes, Chairman of the Board and Mrs. Hayes; S. T. Forrest, President, and Mrs. Forrest; W. P. Brewer, Executive Vice President, and Mrs. Brewer.

Salesmen from Justice Drug Company attending the N. C. Pharmaceutical Association convention were W. H. Andrews, S. T. Sarvis, J. M. Waugh, and R. F. Whiteley.

R. G. Carroll, salesman for Justice Drug Company, underwent surgery at Iredell County Memorial Hospital, Statesville, N. C., the first of April and is recuperating at his home in Statesville. R. G. Wells is pinch hitting for him during his convalescence.

C. V. Cagle, manager of the Pharmaceutical department at Justice Drug Company returned to Duke Hospital, Durham, the first of April to undergo eye surgery for the second time since February.

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McCOURT
YOUR *Buy-Word*
FOR LABELS*
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PRESCRIPTION BLANKS
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THE RIGHT LABEL RIGHT AT HAND
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"Truly the Finest in Snapshots"

Whistles

I wonder what ever happened to the old-fashioned whistle? I don't mean the wolf whistle that is today's musical "Oh you kid!" reaction to a tight sweater on a bosomy blonde. I mean the sure-enough, old timey whistle like I used to hear when I was growing up.

There are two sounds, both of them nocturnal, that remain fresh in my memory although they go back some thirty-odd years. One of these sounds from the past is the rattle of a freight train clicking over the tracks and the mournful scream of its whistle as it passed through my small home town late at night. My mother was a fresh-air fiend, so even when there was snow on the window sill the bedroom windows were "cracked open." On a cold, still winter's night the baleful screech of a freight train's whistle was the lonesomest of sounds. When the sound had died away and everything was quiet and still again your bed seemed warmer and your family felt closer.

The other sound I remember from my youth is the whistling of the Negro tobacco factory workers who walked past our house at night on their way to the west end of town where they lived. When they walked along together you could hear them laughing and talking in the darkness. But the stragglers who came along behind them—walking alone—were the ones I listened for. You could hear their plaintive whistling as soon as they passed John Watts' corner. One colored man used to whistle the "St. Louis Blues" a lot. He would whistle it with a slow and sad air. I would lie in my bed and listen to the whistle of this man I never saw and wonder if he were really sad. I had a feeling that if a man were whistling he couldn't really be sad.

I have always whistled when I was happy and particularly when I was anticipating something pleasurable. As small a thing as having a night off from work will make me whistle happily at the prospect of having an evening at home with my wife and children. I never think about what I am going to whistle. I may simply feel happy and the tune just comes out. Sometimes it is "California, Here I Come" or maybe "Toot, Toot, Tootsie," and sometimes I surprise myself with a bit from "Rhapsody in Blue." Nowadays, however, I have to confine my outdoor whistling to dark streets at night. With the American consumption of aspirin running into thousands of tons annually and the tranquilizers gaining every day a man whistling happy tunes in broad daylight might be put away.

A Note about the Author

Reidsville's Phil Link came up with a number of winners in the 14th Annual Fine Arts Festival, Rockingham County, just concluded in Leaksville.

His essay entitled "Whistles" reproduced on this page was a second place winner. He also received "honorable mention" for a drawing and "third place" for an oil landscape and an oil portrait.

In the same Festival, Mrs. Link was named an award winner in seven categories, including second place in sculpture, second place in oil still life, etc.

Phil is a strong believer in pharmacists devoting some time to a hobby; better than a tranquilizer he says.

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Pharmacist Lane, Baldwin Lose Supreme Court Case

Unlicensed Pharmacists Barred From Filling Prescriptions in N.C.

Tighten Regulations

State Court Rules On Filling Of Prescriptions

Druggist, Employe Lose Appeal to Supreme Court

Pharmacy Board Upheld By State

Court Rules Pharmacist Must Oversee Prescription Filling

High Court Rules In Druggist Case

Prescription-Filling Ruling Is Supported

Court Rules Pharmacist Is Necessary

Court Restricts Activities Of Clerks In Pharmacies

Court Backs Strick Rules For Druggists

No Bottle - Filling, Unless Pharmacist Standing By

Court Rules Against Drug Store Owner

Court Hits Unlicensed Practice Of Pharmacy

Unlicensed Pharmacists Curbed By Court Ruling

Unlicensed Pharmacist Ruling Made

Supreme Court Hands Down Rulings

Pharmacist License Needed In Any Prescription Filling

State Supreme Court Backs Pharmacy Law

Widespread publicity was given by the press to the State Supreme Court's decision involving a Wilmington pharmacy owner and a non-pharmacist employee, in which the filling of prescriptions from ready-prepared medication by a non-pharmacist was appealed to the high court from the New Hanover Superior Court. Some of the clippings are reproduced on the opposite page.

The State Supreme Court said that a person not licensed as a pharmacist or assistant pharmacist cannot legally fill prescriptions in the absence of immediate supervision by a pharmacist even when all that is involved is taking tablets out of a large bottle and placing them in a small container.

Importance of the decision is highlighted by the question: "Suppose the State Supreme Court had ruled it is not a violation of the Pharmacy Act (practice of Pharmacy) for a non-pharmacist to fill prescriptions from ready prepared medication?" It is generally conceded that such prescriptions constitute about 90% of present-day prescription volume.

The court also upheld the power of the State Board of Pharmacy to seek restraining orders when it finds persons violating the pharmacy law. The court said that ordinarily an injunction may not be used to "prevent the perpetration" of a crime. However, the court said the law was enacted by the General Assembly to protect the public from "what . . . was or might be detrimental to the public health."

A more extensive analysis of the Court's decision will appear in a future issue of THE CAROLINA JOURNAL OF PHARMACY.

Attend A.Ph.A. and Hawaii Conventions

Present and representing North Carolina pharmacy at the American Pharmaceutical Association meeting in California: Dean E. A. Brecht of Chapel Hill, I. T. Reamer of Durham, Robert Neal Watson of Sanford and W. Moss Salley, Jr. of Asheville.

Robins

MAY CHECK LIST

Tear out for a handy check of your current stock of these Robins products that are receiving special promotion in your area THIS MONTH

Dimetane®
☐ Tab. 100's ☐ Tab. 500's ☐ Extentabs 100's
☐ Extentabs 500's ☐ Elix. 1 Pt.

Robaxin®
☐ Tab. 50's ☐ Tab. 500's

Allbee® with C
☐ Cap. 100's ☐ Cap. 500's ☐ Cap. 1000's

Ambar®
☐ Tab. 100's ☐ Tab. 500's
☐ Extentabs 100's ☐ Extentabs 500's

Donnatal® Plus
☐ Tab. 100's ☐ Tab. 1000's ☐ Elix. 16 oz. ☐ Elix. 1 gal.



Why not check your stock of all Robins products at the same time —and be prepared

A. H. ROBINS CO., INC., RICHMOND 20, VA.

IT'S COMING!
GEER'S GIFT SHOW

CAROLINA'S FIRST AND FINEST!

SUNDAY · MONDAY · TUESDAY
SPARTANBURG, S. C. AUGUST 3-4-5, 1958
CHARLESTON, S. C. AUGUST 10-11-12, 1958

PLAN NOW TO ATTEND

The Geer Drug Co.

The House That Is Foremost In SERVICE

Get **CAPUDINE** *From Your Druggist*

Capudine advertisements have been emphasizing this for over 50 years—always promoting the sale of Capudine only through Drug Stores.

We take this opportunity to thank the Druggists of North Carolina for their co-operation in the sale of millions of bottles of Capudine during the past half century, without a complaint from a consumer.

"A Good Product Consistently Advertised"

CAPUDINE CHEMICAL COMPANY
Raleigh, North Carolina



TAR HEEL DIGEST

Miss Sara Lore has accepted a position with Bobbitt's Pharmacy, Winston-Salem. She continues to make her home in Kernersville, where she was formerly employed by the Tri-City Pharmacy.

* * *

Easley Drug Store, Wilson, owned and operated by W. V. Easley, a graduate in pharmacy of Howard University, Washington, D. C., has opened in the location formerly occupied by Shade's Drug Store.

* * *

Eckerd plans a third store for Winston-Salem. Containing approximately 8,500 sq. ft. of floor space, the new store will be located in the two million dollar Northside Shopping Center, now under construction on N. Patterson Avenue Extension.

* * *

Within a period of less than three weeks, Harris Drug Company of High Point has been hit by thieves. In the latest break-in, between $100 and $200 in cash was taken although a broken cabinet indicated the thieves were after narcotics (foiled because the store hid the narcotics after the first break-in).

* * *

Edwin R. Fuller of Salisbury, a vice president of the NCPA, has been elected president of the Salisbury-Spencer Merchants Association.

Thomas E. Avent, a graduate of the University of North Carolina, will represent Pfizer Laboratories in the Rocky Mount area.

* * *

I. T. Reamer, chief pharmacist at Duke Hospital, has been appointed as representative of the American Society of Hospital Pharmacists to the American Institute of the History of Pharmacy for 1958-59.

* * *

Work is underway in Stokesdale on a new 30 x 86 foot building to house Smith's Drug Store and a doctor's office. J. G. Smith is owner-operator of the drug store.

* * *

Thieves who entered Kale's Drug Store Durham, apparently intent of making off with the firm's narcotic supply had to settle for a small amount of cash and a carton of cigarettes. Explanation: the owner had stored the pharmacy's supply of narcotics in a secure place, hence the night visitors found the narcotic cabinet empty.

* * *

Pharmacist T. M. Kirkpatrick, Jr. of Leaksville has filed as a candidate for the Rockingham County Board of Commissioners, subject to the Democratic Primary on May 31.

* * *

W. B. Ennett returns to Swansboro as owner-operator of Ennett's Pharmacy. Since graduation from the UNC School of Pharmacy, Mr. Ennett has been associated with the Copeland Drug Company of Ahoskie.

* * *

Bissette Drug Store of Greenville has a new pharmacist—C. B. Hargett of Washington.

* * *

Pete Delon Freeman has accepted a position with the Medical Center Pharmacy, Burlington.



N. C. Society of Hospital Pharmacists

Committee Appointments

Committee appointments for the year have been announced by The North Carolina Society of Hospital Pharmacists. They are:

Program and Public Relations Committee: Virginia Caudle, Chairman; Claude Paoloni, William W. Taylor.

Membership Committee: Claude Paoloni, Chairman; H. G. Price, A. J. Darling, Shirley Mikeal.

Publicity Committee: I. T. Reamer, Chairman; James W. Mitchener, Jack Rodgers, Margaret Gretz, Myrtle Kraus.

Projects Committee: Frank Lowder, Chairman; Gilbert Colina, Edgar L. Riggsbee, Rudy W. Hardy, J. Coit Wright.

Historian: Nell Evans, Cecil I. James.

The following society members participated in the N.C.P.A. convention held recently in Durham: James Mitchener, Cabarrus Memorial Hospital, and Claude Paoloni, Moses H. Cone Memorial Hospital lead discussions during the Creative Ideas Conference. I. T. Reamer and Gerald M. Stahl were on the Executive Planning Committee.

The next quarterly meeting of the society is scheduled for June 28th in Asheville.

Restraining Order Issued

Restraining orders have been signed by Superior Court Judge J. Paul Frizzelle against two pharmacy owners of Wilmington.

The temporary orders were issued at the request of the State Board of Pharmacy and directed that W. Leonard Futrelle, Jr. of Futrelle's Pharmacy and George T. Shew, Shew Drug Store, Wilmington, cease practicing pharmacy in North Carolina as neither is a licensed pharmacist.

"The Many Faces of Pharmacy"

John A. MacCartney, professional relations manager for Parke, Davis & Company, said recently that greatly increased prescription activity in drug stores is proof that to make a satisfactory living "it is not necessary to turn drug stores into something that resembles an old time general store."

MacCartney cited the ever-widening variety of non-pharmaceutical merchandise being sold in many modern retail drug stores, and raised the question of whether the public would accept this trend as a logical one in retail pharmacy.

He said there was a need for the sundry line of goods related to pharmaceutical products and added that the retail druggists have done a "good job" in this field.

However, in his speech "The Many Faces of Pharmacy," MacCartney, past president of the American Pharmaceutical Association, pointed out that recently some retail druggists are "going far afield" in adding non-related lines in their efforts to build ever-larger volume for their stores.

He said he doubted the necessity of such action in view of population increases and the rising number of prescriptions being filled each year.

"Much can be said about the dilution of professional recognition and prestige due to the wide variety of non-pharmaceutical merchandise which is sold in some modern retail drug stores," MacCartney said.

MacCartney said statistics show that increased population since 1940, the negligible increase in the number of pharmacies in operation and the increase in number of prescriptions filled "has largely negated" the old argument that non-drug lines are necessary for existence of retail drug stores.

To illustrate his point, MacCartney said that since 1940 the number of prescriptions filled annually by retail pharmacies has increased over 200 per cent; the number of pharmacies in operation has increased only 1.9 per cent during the same period; the nation's total population has increased by 30 per cent; and that the number of pharmacists in the nation has increased by only 20 per cent in this period.

(Continued on page 212)

Reaco

Reabela Tablets $8.00 per 1000 $12.00 doz. 100s

Reaco B-Complex with C Tablets $20.00 Doz. 100s

Reaco A & D Capsules $10.00 Doz. 100s

A. E. P. Tablets $24.00 Doz. 100s

Pyridoxine HCl (B6) 10 mg. Tablets $2.25 per 100

Pyridoxine HCl (B6) 25 mg. Tablets $4.50 per 100

Pyridoxine HCl (B6) 50 mg. Tablets $7.50 per 100

Reavita Capsules $34.80 Doz. 100s $28.00 per 1000

Neo-Reavita $36.00 Doz. 100s

Reacaps $25.80 Doz. 100s

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WEST DURHAM, NORTH CAROLINA



HERE'S WHY: the right product...at the right price...in the right package...backed by the right promotion.

Johnson & Johnson

The most trusted name in surgical dressings and baby products

Delivery Service

Everyone sitting in on the discussion of delivery service at table 2 was in agreement on at least three facts: (1) that delivery service is expensive; (2) that it can be quite a headache; and (3) that is is absolutely essential to business.

Practically every type of delivery service has been tried by one or more of the members in the discussion, and here are some of the findings:

One pharmacist finds it more profitable and efficient to work with another store and to hire a man with his own equipment to deliver for both stores. They advertise three free deliveries daily—at 10, 2, and 5:00. The truck owner puts one store's name on one side of his truck and the other's on the other side. Deliveries cost each store about $.25 each in this manner.

Another pharmacist, from one of the larger cities in North Carolina, uses merchant delivery service. Trips go out every two hours and he sets a $1.00 minimum on deliveries inside the city limits, and a $2.00 minimum if outside the city limits. He finds his delivery service costs him $.32 per delivery.

One pharmacist in a smaller town uses a motor scooter and finds his gas only costs him about $8.00 per month. He uses a car in bad weather.

The managers of two drug stores, located near each other in another city, each owning a Chevrolet pick-up truck, decided to combine their delivery service and to have each truck check by each store and leave every hour. One truck leaves every hour on the hour, while the other leaves every hour on the half-hour. They find their service to be very good, but their expenses are rather high.

Several pharmacists are now trying, or are considering trying some small foreign car. The first cost is comparatively small, and the savings on gas is considerable.

To summarize, it was agreed that there is no panacea, that circumstances and conditions alter methods to be used. But, taking everything into consideration, it was generally felt that under most circumstances contracting the delivery service was more satisfactory. Expenses usually run from $.25 to $.30 per delivery with this type of service, while one store owner who operates his own delivery service found this service to be costing him $6,000 per year. Some other advantages of contracting delivery service where no more than three or four stores use the same service are that the man hired with his vehicle carries his own insurance and that he takes care of the upkeep of his vehicle. The value of individual personality and of advertising is lost, but the efficiency and comparatively smaller expenses seem to outweigh this, so by a very narrow margin the group decided that contract delivery service was probably the best answer.

A feature of the just-completed convention in Durham was a 30-minute discussion of several topics, one of which involved "delivery service." Here Ben Harward of Raleigh condenses the opinions on the subject arrived at his table. Other subjects will receive similar treatment in subsequent issues of THE CAROLINA JOURNAL OF PHARMACY.

Clodfelter Joins Reaves Drug

Walter A. Clodfelter, Jr., pharmacist employee of the Asheboro Drug Store since June, 1951, has joined the pharmaceutical staff of Reaves Walgreen Agency Drug Store, Asheboro.

In addition to Mr. Clodfelter, Reaves will have two additional pharmacists: H. C. Reaves, the owner, and E. L. Ray.

Mr. Clodfelter, a graduate of the UNC School of Pharmacy, served 29 months in the U. S. Army Air Corps as a control tower operator during World War II and received his discharge as a corporal in 1946. His military service included a 7-months tour of duty in the Pacific.

Pharmacist Establishes Book Nook in Raleigh

Editorial commendation by *The Raleigh News & Observer* was recently pointed in the direction of C. L. Jefferies, who retired a few years ago from active operation of the Bluefield (West Virginia) Bookshop and a pharmacy, and moved to Raleigh.

Shortly after coming to North Carolina, Mr. Jefferies was induced to take over as relief pharmacist for a retail pharmacy in Wake Forest. He followed that by establishing the Book Nook in Raleigh—a combined bookshop and tearoom, which has attracted national attention (illustrated article in *Publishers' Weekly*) and editorial attention from *The News & Observer.*

The Book Nook is 30 feet wide by 80 feet long. About a quarter of the space is devoted to books. Meal services is limited to lunch, from 11 to 2:30, although dinner is served during December.

Mr. Jefferies says the business is building nicely. "I have found over the years," he says, "that a book department along with greeting cards and gift wrapping takes the place of a soda fountain, particularly if the books are chosen with care, featuring only those which uphold the professional standards of a good pharmacy."

The concluding sentence of the editorial, referring to Mr. Jefferies' establishment of Raleigh's Book Nook, must have given this pharmacist a lift: "Anybody in the business of persuading North Carolinians to read—even buy—a book is working significantly for the progress of the state."

Writes Worthless Checks

A check for $15 drawn on the High Point Savings and Trust Company and signed by Louise Patrick, 1374 East Green Street, was cashed by the Bryan Drug Co., Aberdeen.

The check was returned, marked "No account in this name." W. P. Whitlock of the Bryan Drug Company wrote the High Point chief of police and here is his answer:

"Louise Patrick has never lived at 1374 East Green Street this city. However, we hold three warrants for her at this time charging her with issuing worthless checks to local drug stores. In the event you locate her, please let us know."

* * *

Fire Destroys Parker's in Henderson

Fire originating from either a motor or defective wiring did extensive damage to the stock and fixtures of Parker's Drug Store, Henderson, in a May 1 blaze, which also destroyed a beauty shop and clothing store.

W. W. Parker, Jr., owner of the store, hopes to be reestablished in business by the time this issue of THE JOURNAL is ready for distribution.

During the cleaning up and restocking of Parker's, prescription refills were handled thru the facilities of near-by Wollard's Drug Store, where Eddie Woolard generously assisted Mr. Parker following the disaster.

SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists

We Appreciate Your Business

NCPA CONVENTION

(Continued from page 183)

RESOLUTIONS ADOPTED

(1) Support an amendment to the Dependents Medical Care Act (Medicare) to provide payment for pharmaceutical service on the same basis as now in operation with the Veterans Administration.

(2) That it shall be contrary to good policy and the safety of the public for any pharmacist to accept for return credit any drug or medicine previously dispensed by him or others for which the guarantee of quality has not been established prior to sale.

(3) NCPA appoint a committee to formulate a Code of Ethics to be administered by the NCPA, the district and local pharmaceutical organizations. Referred to Academy of Pharmacy for action.

(4) Urge the state's congressional representatives to support and vote for any legislation which proposes the repeal of present Excise Tax Laws as they affect the retail sale of drug store merchandise.

(5) Endorse HR 9 and 10 ($5,000 or 10% of the net money earned annually, whichever is the lesser, derived from self-employed activity, shall be exempt from the federal income tax if it is used for a bona-fide retirement program) and urge the state's congressional representatives to vote for these proposals.

(6) Endorse the intent and purposes of HR 10527 (Harris Fair Trade Bill).

(7) Express opposition to HR 9467 (Forand Bill) and urge its congressional representatives to cast their votes against passage of the bill.

(8) Commend members of The Dental Formulary Committee for their exceptionally meritorious publication and express to the committee, collectively and individually, the Association's appreciation for making available the most outstanding state dental formulary in the United States.

(Continued on page 202)



NCPA OFFICERS—(l to r) Herbert Lovett, Liberty; E. R. Fuller, Salisbury; Sam W. McFalls, Greensboro; President W. D. Welch, Jr., Washington; C. D. Blanton, Kings Mountain, immediate past president; and Secretary-Treasurer W. J. Smith, Chapel Hill.

everyone goes for
Pine State
MILK



ICE CREAM



PROFIT FROM THIS EXPERIENCE

Pine State

North Carolina's Choice Since 1919

NCPA CONVENTION

JOINT INSTALLATION

A new and the concluding feature of the convention was a joint installation ceremony, which for the first time enabled members of the NCPA, the TMA and Woman's Auixiliary to see officers of the three organizations take over the official responsibilities delegated to them.

Several hundred persons gathered in the Crystal Room of the Washington Duke Hotel to witness the ceremony, to hear a brief talk by UNC Chancellor William B. Aycock, to see President Blanton receive a "Presidents Plaque" from E. R. Squibb & Sons (presented by John R. Kenny), to hear the newly inducted NCPA President (W. D. Welch, Jr.) pledge his best to carry on the ideals and objectives of the NCPA and finally, after adjournment, to attend a Reaco Products-sponsored reception honoring the newly installed officers.

The success of the joint officer installation ceremony was so pronounced that this new phase of the convention program will be continued next year.

TMA MEETING

Officers elected during the annual TMA business session: Reuben C. Russell of Charlotte, president; O. G. Duke of Raleigh, vice-president; J. Floyd Goodrich of Durham, secretary-treasurer; and Joyce Warren of Durham, assistant secretary-treasurer.

These officers were installed during the joint installation ceremony held Tuesday afternoon, April 15.

R. C. NeSmith was named a member of the TMA Board of Governors for a 5-year term. Other continuing members of the Board are Stephen Forrest, James M. Dallington, Leon Kimball and R. L. White.

N. W. Stone, N. B. Moury, W. McElvee, W. B. Lyon and R. W. Hunter were elected life members of the TMA.

All living past presidents of the TMA received engraved gavels in recognition of the service to the organization and Pharmacy in general. The 25 past presidents receiving gavels were:

J. Floyd Goodrich, '29; W. McElvee

(Concluded on page 212)

Auxiliaries Elect and Install Officers for Coming Year

Mrs. Ralph P. Rogers, Sr. of Durham was talled as president of The Woman's xiliary of the NCPA at the joint installa- n ceremony, which concluded the Dur- n Convention.

She succeeded Mrs. W. D. Welch, Jr. of shington, who was made an advisor ng with Mrs. P. W. Kendall of Char- te.

Other officers are: Mrs. Tom M. Holland Mt. Holly, first vice-president; Mrs. F. Potter of Charlotte, second vice-presi- nt; Mrs. Haywood Jones of Zebulon, re- med secretary; and Mrs. Albert W. wdy, Jr. of New Bern, treasurer.

Mrs. Winfield P. Rose of Greensboro, rliamentarian; and Mrs. G. W. Turner Wilmington, historian.



MRS. RALPH P. ROGERS, SR.



TMA OFFICERS—(l to r) Joyce Warren, Asst. Sec.-Treas.; J. Floyd Goodrich, Secretary-Treasurer; O. G. Duke, vice president; R. C. NeSmith, immediate past president; and Reuben C. Russell, president.

In your peptic-ulcer market

SUSPENSION TABLETS

ALUDROX SA

Aluminum Hydroxide Gel with Magnesium Hydroxide, Ambutonium Bromide, and Butabarbital, Wyeth

with the important new anticholinergic

AMBUTONIUM BROMIDE

—a highly effective agent exhibiting marked antisecretory activity

comprehensive action for fullest patient care . . .

NEW anticholinergic

sedative

antacid

anticonstipant

INDICATIONS: Peptic ulcer, hypertrophic gastritis, esophagitis, diverticulitis of the colon, postcholecystectomy syndrome, psychophysiologic gastrointestinal reaction.

DOSAGE: 2 teaspoonfuls or 2 tablets initially, followed by a sustaining dose of 1 or 2 teaspoonfuls or tablets 4 to 6 times daily before meals and at bedtime, taken plain or followed by water.

COMPOSITION: Each teaspoonful (5 cc.) and tablet contains 2.5 mg. of ambutonium bromide and 8 mg. of butabarbital in combination with aluminum hydroxide and magnesium hydroxide approximately equivalent to 1 teaspoonful of aluminum hydroxide gel and ½ teaspoonful of milk of magnesia.

SUPPLIED: Suspension, bottles of 12 fl. oz. Tablets, bottles of 100.

YOUR COST:

Suspension . . . $1.49 Tablets . . . $2.00
(based on minimum direct order)

heavy Wyeth promotion backs ALUDROX SA!

ORDER NOW!

Wyeth
Philadelphia 1, Pa.

Gaston County Drug Club Organized

Representatives from 15 of Gaston County's 23 drug stores met in Bessemer City on April 27 and organized The Gaston County Drug Club.

W. H. (Bill) Houser, Houser Drug Company, Cherryville, was elected president of the club. Fred Moss, Moss Rexall Drug Store, Gastonia was selected as vice-president.

Other officers include Jack Friday, Hillcrest Pharmacy, secretary; and Gary Littlefield of Smith's Drug Store, treasurer. Both Friday and Littlefield operate drug stores in Gastonia.

A proposed constitution and by-laws was read and will be voted on at the May meeting, which is being arranged under the direction of the pharmacists of Akers Center Pharmacy.

Present at the organizational meeting were: Steve Pappas, Bill Forrest, Jack Rumfelt, Don Robinson, Jimmy Brown, Bill Medlin, John Ameen, J. C. Williams, Charlie Taylor, J. C. Kiser, J. R. Curtis, R. W. Biggerstaff, H. C. Bell, Wade Carter, Jack Friday, Bill Houser, Fred Moss, John McDonald and George Coble.

Dermatologist Guest Speaker

Dr. J. L. Calloway of the Dermatology Department of Duke Hospital was guest speaker at the April 29 meeting of The Durham-Orange Drug Club.

The meeting, held in Durham at The Little Acorn, was attended by members of the club from Durham and Chapel Hill. Lloyd Riggsbee, president, presided and introduced the speaker.

Dr. Calloway discussed the action and uses of some of the more recently introduced dermatologic preparations, with particular emphasis on the treatment of poison ivy and sunburn.

Certain types of sunburn are responding favorably to antimalarials, the speaker said.

Copies of the "Dermatologic Formulary" were distributed following the meeting.

Physicians Entertained

The Cleveland County Drug Association met in Shelby on April 20, with a reception and banquet honoring the Cleveland County Medical Society. The twenty-eight physicians who attended were generous in their expression of appreciation for the pharmacists' efforts to improve public and inter-professional relations.

The physicians were welcomed by Bob Kiger, president of the Cleveland County Drug Association. The response was by the President of the Cleveland County Medical Society, Dr. H. C. Thompson.

Introductions of the pharmacists and physicians in attendance was handled by Rush Hamrick, Jr., Social Chairman. An informal conversation discussion period completed the program.

Officers and members of the Club, delighted over the favorable reception accorded their first inter-professional meeting, are discussing plans for a repeat next year.

Fleming Elected

Oliver G. Fleming, Fleming Pharmacy, Smithfield, was elected president of the Johnston County Drug Club at a meeting of the organization held in Smithfield on May 4.

Other officers are Bill Canaday of Four Oaks, vice-president and Bill Creech, Jr. of Selma, secretary-treasurer.

Carl Bauguess, director of the UNC Pharmacy Extension Program, was guest speaker.

A joint meeting with the physicians of the county is planned for July.

Thomas E. Avent Named to Post with Pharmaceutical Firm

Thomas E. Avent of 228 South Pine St., Rocky Mount, has been appointed a professional service representative with the Pfizer Laboratories division of Chas. Pfizer & Co., Inc.

Mr. Avent will represent Pfizer in informing pharmacists, hospitals and physicians in this area concerning the availability of the newest products developed by the company.

Mr. Avent attended Campbell College and the University of North Carolina where he received a B.A. degree.

DOINGS

OF THE AUXILIARIES

- **Greensboro—Mrs. George H. Steele, Jr.**
- **Rowan—Mrs. R. B. Julian**
- **Raleigh—Mrs. W. W. Jordan**
- **Charlotte—Mrs. W. G. Fowler**
- **Chapel Hill—Miss Alice Noble**
- **Wilmington—Mrs. James L. Holloway**
- **High Point—Mrs. Claude Lowe**

Greensboro

Between thundershowers, our Greensboro Drug Auxiliary convened with an attendance of 28, at the Mayfair Cafeteria, April 22, 1958. Mrs. Marion Edmunds, president, called the meeting to order. The Invocation, given by Mrs. Winfield Rose, was followed by a report, presented by Mrs. Stephen Forrest, on the annual convention held in Durham. We all congratulated Mrs. J. V. Farrington for her extraordinary luck at the convention, where she received both the major prizes, plus a door prize of candy. Congratulations, too, were extended to Mrs. Rose, who will serve as Parliamentarian this year on the state board of the Woman's Auxiliary.

Hostesses for the afternoon were Mrs. Usher, Mrs. Groome, and Mrs. Graham. The door prize was won by Mrs. Pickard. A welcome was extended to our guests: Mrs. Charlie Williams, whose husband is at Franklin's Drug at Tate Street; Mrs. Maynard Fones, whose husband is with Lederle; Mrs. Al Mebane, whose husband is at Franklin's at Lawndale; and Mrs. Joseph Barbour, Jr., whose husband is at Franklin's at Sedgefield.

Mrs. Usher, Sunshine Chairman, reported sending a baby gift to Mrs. Jesse Tyson, and cards to Mr. Cagle and to Mr. Sam Jones.

Our treasurer, Mrs. Buchanan, reported a balance of $17.62 after payment of bills and deduction of scholarship. Mrs. Farrington noted that she had received a letter from Dean Brecht, accepting and thanking the money need not be presented until fall.

Mrs. Buchanan, chairman of the nominating committee, gave a report from her committee. The following slate of officers was accepted by acclamation: Mrs. J. T. Har president; Mrs. Winfield Rose, vice-pres dent; Mrs. C. U. Paoloni, secretary; Mr J. V. Farrington, treasurer; Mrs. J. I Pickard, Chaplain; Mrs. J. A. Ranzenhofe historian; and Mrs. Marion Edmunds, Mr E. R. Kinard, and Mrs. W. E. Davis, a visers.

Wilmington

The Women's Auxiliary to the Wilmin ton Drug Club met on Thursday, April 2 at the home of Mrs. V. J. Lindenschmid Mrs. W. M. Laign was co-hostess.

The business meeting was conducted b the president, Mrs. G. W. Turner. She gav a report on the State Convention of t North Carolina Pharmaceutical Associatio in Durham, which she and Mrs. W. J Adams attended recently. Mrs. Linde schmidt gave a report of the Salvatio Army luncheon at which she represented t Auxiliary. A nominating committee was a pointed to present a slate of officers for t coming year. Donations of canned goo and clothing were collected from the me bers and will be given to the Salvati Army.

A social hour followed the meeting, a refreshments were served by the hostesse The club was pleased to welcome M Maurice Underwood as a guest.

Charlotte

Mrs. D. Clyde Lisk was elected preside of the Charlotte's Druggist Auxiliary the luncheon meeting held at the Varie Club, Tuesday, April 14.

Other officers elected were Mrs. Paul Insch, vice-president; Mrs. W. B. Hawfie recording secretary; Mrs. Ted Johnso corresponding secretary; Mrs. Carl Gean treasurer; and Mrs. T. E. Whitehead, p liamentarian.

A memorial service was led by Mrs. H. Blackmon for the late Mrs. T. N. Edwar One of the auxiliary's scholarships, t Grace K. Edwards scholarship, is named Mrs. Edwards's honor.

Miss Elizabeth Bruns, of Garibaldi a Bruns jewelers, gave a most helpful a

eresting talk of the care and selecting silver.

Mrs. Ben McLendon, a new member, and rs. Russell Davis a guest, were welcomed. oor prizes were won by Mrs. McLendon, rs. T. K. Steele and Mrs. Robert Biberein.

Raleigh

The Raleigh Woman's Drug Club met ay 1 at the home of Mrs. Homer Starg. The outgoing officers were hostesses. e new officers for the '58 session, beginng in September, were installed by Mrs. L. Brown, president.

Mrs. Romas T. White, vice-president, preted Mrs. Brown a pair of brass candlecks in token of our appreciation of her rvices rendered as president.

After the business meeting refreshments re served and bridge and canasta were joyed.

Chapel Hill

Mrs. J. C. Fox was hostess on the morng of May 6 for a coffee hour at her home Mallette Street to the Chapel Hill Woman's Pharmaceutical Auxiliary. The social hour was preceded by a business session with the current president, Mrs. C. C. Wheeler, in charge.

The nominating committee, composed of Mesdames D. F. McGowan, *chairman*, Claude Piantadosi, and Henry T. Clark, presented the following slate of officers for the coming year: President, Mrs. M. L. Jacobs; Vice-President, Mrs. Fred Semeniuk; Secretary, Mrs. Fred Hawkins; Treasurer, Mrs. Robert Bangle; Historian, Mrs. L. M. Senter; and Reporter, Miss Alice Noble. There were no nominations from the floor and the report of the nominating committee accordingly was accepted.

Routine reports were presented, including a report by Mrs. W. J. Smith, of the recent convention of the North Carolina Pharmaceutical Association, held in Durham in mid-April. The membership of the local auxiliary now numbers twenty-four.

This was the final meeting of the Chapel Hill Auxiliary for the current college year. The next session is scheduled for the first week in October.

Give Yourself a

PROFIT BREAK

by

selling the

ADVERTISED LINE



Howell Hall Happenings

Dr. H. R. Totten, Professor of Botany is congratuated warmly and enthusiastically by the faculty and alumni of this School of Pharmacy for his induction into "The Hall of Fame in Pharmacy" by the North Carolina Pharmaceutical Association at its 78th Annual Convention in Durham on April 13. Dr. Totten taught pharmacy students their courses in botany and pharmacognosy for more than 40 years with only two interruptions caused by world wars when he served with the United States Army. Due to the larger classes of recent years it is certain that he has taught courses to more pharmacists of North Carolina than any other person. He is very proud of his association with our profession.

Three pharmacy students are actively engaged in University athletics this spring. Ronald Lowery Austell of Shelby is a member of the track team, Vaughn Bryson of Gastonia is a member of the varsity baseball team, and Jerry McNeil of Robbins is an outstanding pitcher on the freshman team.

Dr. Earl T. Brown and Mr. Carl Bauguess represented the faculty at the meeting of the Greensboro Drug Club on March 27.

Dr. Fred T. Semeniuk, Professor of Pharmaceutical Chemistry gave a one-half hour television program April 9 on WUNC-TV on the subject of "Solutions" in the series for high school students on Science and Nature.

Dean E. A. Brecht delivered the initiation address at the Beta Alpha Chapter of Rho Chi Society at the University of South Carolina on April 9. The title of the address was "The Continued Progress of Pharmacy in the Future."

The Annual Pharmacy Week-end Celebration was held on April 11 and 12 with the picnic and dance at the new Legion Lodge on Friday and a formal dance in the Women's Gym with music by the Duke Ambassadors on Saturday. The Kappa Psi Fraternity held a dinner at the Castle Club in Durham on Saturday afternoon.

In connection with the Pharmacy Week-end a Student-Faculty Golf Tournament was held. Kenneth Lee Lawing of Newton won the tournament with low gross score and Gene Butler and E. A. Brecht tied for low net score.

The Class of '38 held a very successful reunion dinner at the Washington Duke Hotel on Sunday April 13. 14 of the 2 members of the graduation class were present. The afternoon was spent in an active discussion of Pharmacy, Past, Present and Future.

Spring election of officers in the School of Pharmacy for 1958-59 gave the following result:

Pharmacy Student Body Officers: President John Michael Lazarus of Sanford Vice-President Billy T. Allen of Raleigh and Secretary-Treasurer Jane Louis Welch of Washington, N. C.

Student Branches of the N.C.P.A. and A.Ph.A.: President William Whitaker Moose of Mount Pleasant, Vice-President Jimmy Reid Haithcock of Mount Gilead Secretary Sue Ballentine of Hamlet, Treasurer Gorden Lee O'Briant of Sanford, Assistant to the President, Russell Gray Mitchell of Roseboro, and Executive Committee Member Bill Mack Dunn of Kannapolis.

Historical Notes

By ALICE NOBLE, *Research Historian*

I often wonder what has become of the popularity of certain homely remedies that were by-words in the early nineties.

For instance, there were Mrs. Joe Person's remedies that had as the traveling representative Mrs. Joe herself. I am sure that she visited my uncle's home in Selma when I was just "so big" and she and Aunt Betty had a grand time talking about their aches and pains. I sort of remember her playing the piano and singing old-time Southern songs.

And then there was Goose Grease liniment, made in Greensboro, I believe, and advertised all over North Carolina by a shouting driver of two huge geese "gaily comparisoned and waddling along in un-

(Continued on page 209)

Paul Stevenson Wins Lehn & Fink Gold Medal Award

Paul Augustus Stevenson, son of John T. evenson of Elizabeth City, N. C., a senior the North Carolina School of Pharmacy s won the 1958 Lehn & Fink Gold Medal aque for noteworthy achievement in phar- acy. The presentation was made during e Awards Night Program held May 13th. Mr. Stevenson is a member of the Rho i Scholastic Pharmaceutical Society.

The Gold Medal Award was originally ablished by Lehn & Fink Products Cor- ration, a leading producer of proprietary ugs, cosmetics and toiletries, in 1924 as incentive to pharmacy students for in- eased diligence in their studies.

This year, for the first time, the entire ld Medal program has been expanded so at 60 colleges are participating instead of e 43 in 1957, and the medal itself has en incorporated into a handsome walnut eld-shaped plaque. This can be hung on e wall of the winner's home or office as a momento of the honor received. Each bears a plate individually engraved with the winner's name and the college of pharmacy which bestowed it. The colleges which are sharing in this program were so enthusiastic about the plaque itself that they have placed it on prominent display throughout most of the school year.

HOWELL HALL

(Continued from page 208)

disturbed indifferent majesty!" I have recently come across his "lusty incantation" —it is almost unforgettable:

George Green and Jacob Fuller
Jacob Fuller and George Green
Mr. Green and Mr. Fuller
Cures all aches and pains!

The contributor of the rhyme(?) sagely comments: "Never have we been able to learn whence came the names, but they rolled off the keeper's tongue in rhythmic reverberations and what's more, as any surviving druggist of that day will testify, they sold liniment!"





GOODS ALL SOLD Lilly WERE WELL BOUGHT

Quick check... isn't enough

In today's keenly competitive market, the "quick-check" method of servicing prescription departments isn't enough. Every single bottle, jar, and package should be inspected regularly. Our salesmen no longer use the antiquated quick-check method. They are thoroughly trained, productwise and saleswise, to render competent wholesale drug service. Take advantage of their talent. Don't miss prescription sales because of inadequate, incomplete stocks. We are a Lilly distributor and assure you quick, efficient service. Send your orders to us.

THE PEABODY DRUG COMPANY
Durham, North Carolina

Something Missing on Salem Square

Sam Welfare, who died this week, was regarded by those who knew him (and they were legion) as a fixture on Salem Square.

It wasn't altogether because for so long he had dispensed from his drug store the medicines which cured their ills—though he had been doing that for close to half a century. Nor was it because he had for so long been dishing up delicacies at his soda fountain—though some used to say he could mix the best Coke in town. Nor was it because his place was for so many years the center of weather information for the area —though it was indeed that.

Rather, it was because Mr. Welfare made his drug store such a friendly place that generation after generation in Salem instinctively gathered there for conversation as well as drugs and sundries. Salem College girls dashed in for the breakfast they had missed or a snack between classes, and Mr. Welfare never failed to have a word for them. In the evenings, especially in years gone by, it was routine for men of the area to drop in after supper to chew the fat, catch up on the news and settle the political questions of the day. And in the midst of any conversation was Mr. Welfare himself, ever ready with a story to add to the general fun and edification.

In recent years, television and an overly-organized life had rather broken into the evening confabs. But the drug store was there, as usual, despite time and its changes. And the community knew it. Consequently, when the news came that the drug store had been purchased by Old Salem for the restoration of the old tobacco shop, there was a twinge of regret that such a familiar landmark would have to go.

But the real charm of Welfare's Drug Store had always lain in the friendly personality of Sam Welfare himself. He was the fixture and the institution. And it is he, far more than his drug store, that will be missed.—Editorial, *Winston-Salem Journal-Sentinel.*

Deaths

E. L. TARKENTON

Edward Lawrence Tarkenton, age 8 former president (1915-16) of the N. Pharmaceutical Association, died April 1 in a Wilson hospital.

A native of Scotland Neck and graduat of the Maryland College of Pharmacy, M Tarkenton had made his home in Wilso for many years where he was closely ident fied with pharmacy, either as a owner employee. He retired a few years ago.

As a member of the NCPA, Mr. Tarke ton was specially interested in the Pape and Queries Committee. As chairman this committee, he was responsible for man papers used as a basis of convention pr grams and later published in THE CAROLIN JOURNAL OF PHARMACY.

U. F. CRISSMAN

U. F. Crissman, age 50, president ar manager of the City Drug Company, Le ington, died May 1 following an illness several months.

A pharmacy graduate of the Universi of North Carolina, Class of 1933, Mr. Cris man worked in High Point for Mann's ar Cecil's drug stores before moving to Le ington in 1936.

Births

William Taylor Sisk, Jr.

William Taylor Sisk, Jr. April 13; s of Pharmacist and Mrs. William T. Sis Malvern Hills Drug Store, Asheville.

Weddings

Miss Mary Sue Sheek (Pharmacist Rex Hospital, Raleigh) and William Ham ton Taylor were married April 4 at Ya kinville.

Miss Geraldine Keenum (Pharmacist Hazelwood Pharmacy) and Francis Du James were married April 4 in Hazelwo

VA Ups Minimum Rx Fee to $1.00

The Veterans Administration will offer ntracts to state pharmaceutical associa- ons for the 13th consecutive year of the A. Hometown Pharmacy Program start- g July 1, 1958. The new contracts will flect several important changes under ich local participating pharmacists and e state associations will benefit to the ex- nt of receiving more adequate compensa- n for services rendered.

A revised prescription fee schedule in- eases fees for non-prefabricated Rx medi- tions by an average of about 20 per cent. also increases the minimum fee for any escription from 50¢ to $1.00. With re- ect to prefabricated medications, the only ange involves an adjustment of the fees r less than full package quantities by pro- ding a mark-up of 75 per cent for quanti- s having a wholesale cost of $4.00 or re.

Allowances paid to state associations for ministering the program have been ad- sted in a manner that will provide in- eased compensation for all except a lim- d few whose dollar volume of participa- n exceeds the over-all general average of ch dollar volume.

Terms of the revised contract were ne- tiated by officials of the Veterans Ad- nistration headed by Chief Pharmacist rnon Trygstad with a committee of the ational Conference of State Pharmaceuti- l Association Secretaries comprising John Debus of New Jersey and Nicholas S. soalde of New York.

Pharmacies Closed

Whitehead Pharmacy, 305 North Cald- ll Road, Charlotte.

Goodwin's Pharmacy, 1107 Arendell reet, Morehead City.

Rx Department Closed

Beverly-Mar Drug Company, Inc., 624 N. urch Street, Concord.

For seventy-three years

- - - - since 1885

SEEMAN

OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-ninth volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY

of DURHAM, NORTH CAROLINA

Justice Entertains Pharmacy Graduating Class

The 10th annual dinner honoring the graduating class of the University of North Carolina School of Pharmacy was held in Chapel Hill at The Carolina Inn on May 14.

Master of ceremonies for the dinner was Stephen T. Forrest, president of Justice Drug Company, sponsor of the dinner.

Principal speaker was Sam D. Bundy, superintendent of public schools at Farmville. Title of his talk was "Don't Be Late in '58."

M. Hugh Hinton, president of the Pharmacy School student body gave the invocation; Dean E. A. Brecht introduced the faculty and their wives, the graduate students and their wives and special guests.

William P. Brewer, vice-president of Justice Drug Company, brought greetings to the class and introduced P. A. Hayes, chairman of Justice's board of directors, who presented gifts to the wives of the senior pharmacy students.

All persons attending the dinner received a pencil, key case, candy novelty item and cigarettes with the compliments of Justice Drug Company.

Paul A. Stevenson, president of the class, concluded the program with an expression of thanks to the sponsor.

Program and decoration of the ballroom of The Carolina Inn was under the direction of Mrs. W. J. Smith. Miss Emily Kallam, harpist with the North Carolina Symphony Orchestra, supplied music preceding and during the dinner.

Including the graduates, guests and representatives of Justice Drug Company, 125 persons attended the dinner, which is generally acknowledged to be one of the state's most outstanding annual pharmaceutical events.

"THE MANY FACES OF PHARMACY"

(Continued from page 197)

"These facts would indicate that we are doing a far better and larger job in our professional role than ever before," he added.

Other 'faces' of pharmacy and comments on each that MacCartney outlined included:

—As a professional consultant: A role the pharmacist of today must accept if he expects to demand or even to deserve the professional confidence and prescription preference of the medical profession.

—As a retail druggist: A seemingly il logical mixture of a professional pharmacis and a highly competitive merchant which ca be continued "provided we consider each suc new business venture in the light of it possible impact on our basic professiona characteristic."

—As a civic leader: A role too often neg lected by the retail pharmacist. An are where pharmacists, who have more direc person-to-person contact with more peopl than any single individual in their communi ties, could use their position to further civi and political ideas and programs whic would work to the benefit of the pharmac profession and "to the whole democrati philosophy under which we live."

NCPA CONVENTION

(Continued from page 202)

'31; W. A. Burwell, '32; A. D. Pollard, '33 P. A. Hayes, '34; H. M. Gaddy, '35; H. I Barnes. '36; J. F. Neely, '39 and J. W Bennick, '40.

C. H. Smith, '41; N. B. Moury, '42; L. Loveland, '43; M. G. Morris, '45 and '46 Joe L. Wear, '47; F. F. Potter, '48; C. I Davis, '49 and W. W. Morton, '50.

G. C. Hartis, '51; R. H. Brownie, '52 W. S. Gibson, '53; R. L. White, '54 F. Stanley Perry, '55; James M. Darlingto '56; Stephen T. Forrest, '57 and R. NeSmith, '58.

TMA FLOOR SHOW-DANCE

The TMA's presented one of the mo talented floor shows ever to sponsored the organization. Danny Dillon, an e ceptionally funny comedian imported fro New York, lived up to advance billing.

The TMA's passed out a number of go prizes but the bulk of the free gifts w reserved for the audience, who happi carted off some valuable merchandise.

Master of ceremony for the TMA Par was O. G. Duke of Raleigh, who came for high praise for the masterful way which he set up the above-average progra and ran it on schedule.

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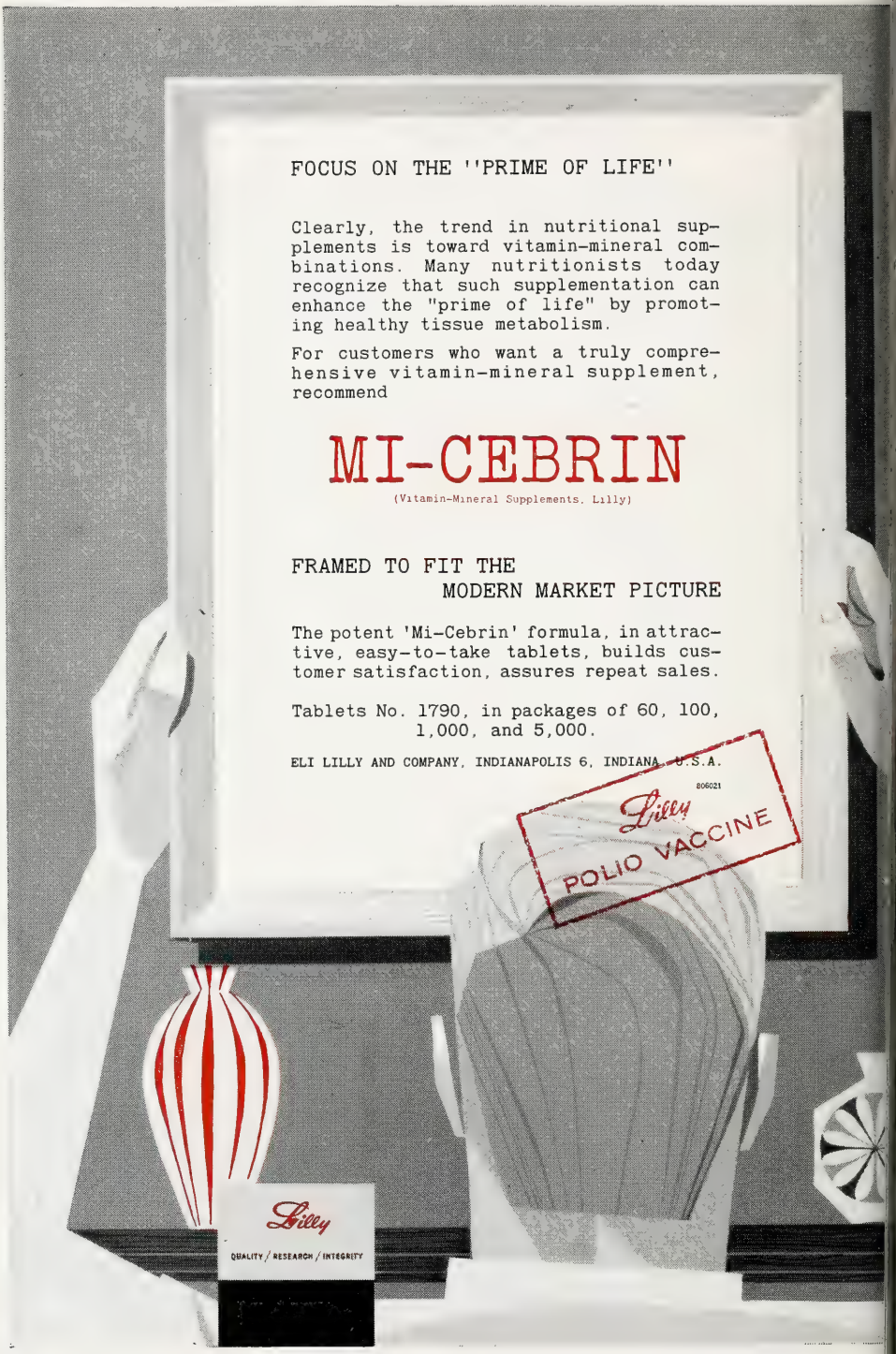
The Carolina **JOURNAL OF PHARMACY**

Volume XXXIX **JUNE, 1958** **Number 6**

L. U. N. C.
Carolina Room

JUN 2 8 1958



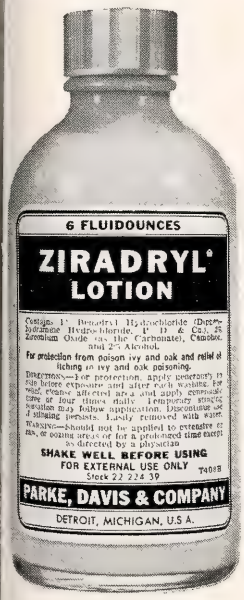

FOCUS ON THE ''PRIME OF LIFE''
Clearly, the trend in nutritional supplements is toward vitamin-mineral combinations. Many nutritionists today recognize that such supplementation can enhance the "prime of life" by promoting healthy tissue metabolism.
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To win more sales and friends during poison ivy season, feature ZIRADRYL, compounded *specifically* for prevention and treatment of "ivy and oak" dermatoses. ZIRADRYL controls local allergic reaction by relieving itching and by neutralizing plant toxins—brings rapid and welcome comfort to your customers. Be sure your stock of ZIRADRYL is complete enough to ring up *all* the sales. Order today.

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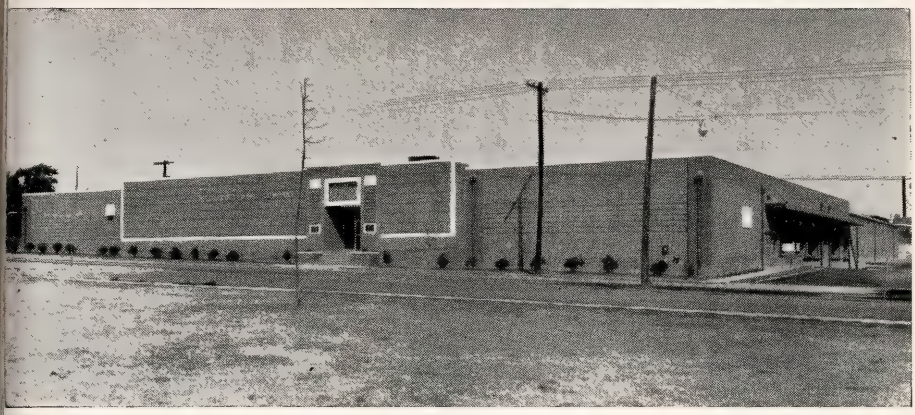
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Things to come!!

The new home of
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Pictured here is the warehouse operations floor near completion

60,000 square feet of service is being constructed for you.



JUSTICE DRUG COMPANY

Greensboro, N. C.

Celebrating our 60th year of service
to retail druggists of North Carolina

The Carolina
JOURNAL OF PHARMACY

June, 1958
VOL. XXXIX No. 6

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Squibb's 100 Years of Service

E. R. Squibb & Sons, on the threshold of its second century of service to the medical and pharmaceutical professions and to the public health, is a large, complex and far-flung operation. But it was founded 100 years ago on a simple and straightforward idea, yet one which enveloped the whole of one of man's greatest problems—his health, how to keep it, how to better it. What was this idea? It is perhaps best expressed this way: that a pharmaceutical firm should operate on the premise that its products can only be "the best for the purpose intended." The idea was original at the time of its conception just before the mid-mark of the nineteenth century and although it stands now as the foundation stone for a huge industry, it still has every bit of the validity that Edward Robinson Squibb, M.D., recognized a hundred years ago when he opened the doors of a tiny manufacturing laboratory on the Brooklyn waterfront.

As an assistant surgeon in the Navy during the Mexican War and shortly after his graduation from Jefferson Medical College, he labored vigorously to establish reference points of purity and efficacy in naval medical purchasing practices. In spite of being hampered by lack of funds and upper echelon indifference to his ideas, he kept agitating for a pure drug program. When he left the Navy in 1857, it was at the request of the Army, which proposed that Dr. Squibb open his own laboratory to produce the vast supplies of reliable drugs foreseen as being needed in case of war. When the Civil War did erupt, Dr. Squibb's little four-story laboratory on the Brooklyn, N. Y. waterfront was in a position to meet many of the medical needs of the armies.

The war years and those that followed provided Dr. Squibb with the momentum needed to transform his ideas into reality; once underway, he was not to be delayed. He was instrumental in the 1860 revision of the U. S. Pharmacopoeia; he proposed a pure food and drug act which served as a model for future federal legislation; he was an ardent collaborator with the American Medical Association in its campaign to control fraudulent patent medicine advertising.

When he died in 1900, Dr. Squibb left behind a heritage of fidelity to quality that not only set the standards for his company's policies down through the years but for the entire pharmaceutical industry as well.

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.

Sentenced for Safe Robbery

Readers of THE JOURNAL may recall seeing a picture of a safe with the bottom knocked out and several persons, including the owner, Pharmacist M. R. Barnhardt of **Rockwell,** examining the contents, which was minus $700 in cash and a quantity of narcotic drugs.

Later, a 45-year-old man, Samuel Monroe Wilson of near Kannapolis, was arrested for the theft of the safe and judged guilty. He received a seven to ten year sentence in prison.

Dinner a Financial Success

Profit from the NCPA Convention Dinner (April 13) amounted to $235.13 and has been transferred to the NCPA Endowment Fund.

Income from the dinner amounted to $1,570; the expenses were $1,334.87.

The affair (a test) was so successful that a repeat has been authorized for the next annual meeting, provided adequate nearby facilities are available.

I. T. Reamer and Gerald Stahl and committee members were highly commended on their handling of the dinner, the manner in which the Durham Armory was decorated (very impressive) and for helping to get the convention off to a good start.

A Real Puzzler

N. O. McDowell, Jr. of Scotland Neck contributes one of those "hard to decipher notes" which show up periodically in our pharmacies.

This particular note called for "Susie Anyie Hick" which was one customer's spelling of "Super Anahist."

Mitchener Elected

James W. Mitchener of Concord was elected vice-president of the Southeastern Society of Hospital Pharmacists at a meeting of the organization, held in Miami, May 14-16.

During the past year, Mr. Mitchener served as secretary-treasurer of the organization.

W. W. Taylor, chief pharmacist of the Memorial Hospital, Chapel Hill, as president, presided during the 3-day meeting which was attended by Gilbert Colina of Charlotte, H. G. Price of Raleigh, I. T. Reamer of Durham and others in addition to the two officers from this state.

Coca-Cola Pushes Plusmanship

Warren Portwood, Raleigh representative of The Coca-Cola Company, is enthusiastic over his company's latest promotion, which involves a newly coined word, "Plusmanship."

Mr. Portwood put it this way:

"Plusmanship" is our new word for an old talent . . . plus salesmanship. When you serve a customer what she came in to buy, you haven't sold her anything. That's just where "Plusmanship" begins. "Plusmanship" makes the EXTRA SALE that lies just beyond the customer's original order. As a product uniquely acceptable in combination with anything good to eat, Coca-Cola is frequently the spark that sets off this chain reaction.

All in all—the "Plusmanship" promotion of The Coca-Cola Company has been translated by them to mean "winmanship" . . . and it looks like it will."

Cover Page

Patients of the new hospital in Washington receive the *Washington Daily News* every day, compliments of Welch's Drug Store and Tayloe Drug Company.

Joe Tunstall of Tayloe and W. Dorsey Welch, Jr. are shown with copy of the paper, which inaugurated the service the day the hospital opened.

Both pharmacists are pleased over the reception being accorded this joint public relations venture. The publisher stamps and delivers papers to the hospital each day; the bill (special rate) is divided equally between the two participating pharmacies.

Construction of Pharmacy Building Underway

May 27 was a memorable day in Chapel Hill for on that day construction of the new pharmacy building got underway. To put the official stamp on the event, Chancellor Aycock of the University of North Carolina, Dean E. A. Brecht of the School of Pharmacy and others (see picture below) assembled on the building site at 2 P.M. to participate in the groundbreaking ceremony.

The new building, to contain 62,400 square feet, will be located directly opposite the main entrance to Memorial Hospital. With the completion of the pharmacy building, all divisions of the health affairs unit of the University (Pharmacy, Dentistry, Nursing, Public Health and Medicine) will be in the same campus area.

Pharmacy got its start at the University in basement rooms of one of the older buildings. Later, it occupied quarters in Person Hall and in 1925, transferred to Howell Hall, which was erected for and occupied by the Chemistry Department for twenty years.

Thus Pharmacy, for the first time, gets a brand new building at the University of North Carolina; a building expressly designed for its specific use. This in itself is progress.

The contract for general construction work was awarded to L. P. Cox Company of Sanford at a cost of $607,078.00

Bullock Plumbing and Heating Company of Raleigh will install the plumbing for $59,443; heating will be by Bullock and Humble of Greensboro, $112,080; electrical work, Modern Electric Company of Durham, $76,990; and the elevator by Southern Elevator Company of Greensboro, $11,980.



GROUND BROKEN FOR NEW UNC PHARMACY SCHOOL—E. A. Brecht, Dean of the University School of Pharmacy, turns the first spade of earth for the new pharmacy building. Attending the brief informal ceremony (left to right) Claude Piantadosi, Carl Bauguess, Earl Brown, J. A. Branch, Edward M. Smith, William B. Aycock, Dr. Sydenham Alexander, Dean Brecht, Dr. Henry T. Clark, Roy Holsten, W. J. Smith, W. W. Taylor, Fred E. Semeniuk, and H. C. McAllister. UNC Photo by Bartholomew.

Promoting Prescriptions

1958 NCPA Convention Address by George A. Stevenson, Divisional Sales Manager, The Upjohn Company.

The words "promoting prescriptions" are not wholly definitive of my talk today, and I would like to clarify the theme of my discussion. There may be those of you, who because of the fact that I am connected with the sales division of a pharmaceutical house, may believe that I will talk from the manufacturer's level rather than from the retail level. I imagine that Mr. W. J. Smith, because I live close to Washington, D. C., thought that rather than let me talk about a subject I know a little about, that it would be better to talk about a field of which I know practically nothing. So, I do not come to you today as an expert in the promotion of prescriptions at the retail level, but here and there in my travels I have seen and heard of ideas used by retail pharmacists who have been very successful in building a voluminous and a profitable prescription business. It may be that none of my thoughts will be new to you North Carolinians, because you are far more aware than am I, that on a national basis North Carolina's per store prescription volume ranks very high, so apparently the promoting of prescriptions at the retail level is a topic that any one of you men and women known far more about than do I.

In my opinion, the security and continued favorable economy of the retail drug business hinges around and depends upon a healthy prescription business. I believe that proof of that opinion can be found in your own January 1958 business survey with which you are familiar. That survey showed, as you remember, two findings: 1) "Prescription business is what is keeping our volume up. Our front business is off." 2) "Front business off 7%; Rx business up 10%." Those figures represent a differential of 17%.

I believe that this report indicates, particularly at this time, that we should make a thorough study of our prescription department promotional efforts, and if we are currently actively promoting this department, to attempt to enhance its growth by additional methods of promotion. If on the other hand, we have not been active in promoting this professional and I might add, profitable segment of our store, we should consider doing something about it.

The attached tables (#1, #2, #3) from the *American Druggist* are very interesting. They show that between the years of 1948 and 1957 that prescription volume on the estimated annual number for those years increased SEVENTY PER CENT. The tables also point out that while in 1948, on the average, there were two prescriptions written annually per person, that in 1957 this average per person per year jumped to three. Prescription business is good; let's keep it good, and do all we can to make it better.

Of all the ideas, new and old, that I will run over today, in my opinion, the idea of "Promoting Prescriptions" itself, is the best idea. The reason I say that, is because when I reflect over the years that I have been a retail pharmacist and a pharmaceutical representative there have been only a relatively few occasions that I can remember, of a retail pharmacist actively promoting his prescription department. When I say actively, I mean, day by day. On the other hand the promoting of other departments of his store, has probably occupied the attention of that same retailer continuously. It is rather a common practice, and a good one, to promote segments of business such as vitamins, candy

Table I. Estimated Annual Number of Prescriptions* 1948 through 1957

YEARS	*No. of Prescriptions (000)*
1957	561,260
1956	524,205
1955	471,564
1954	444,929
1953	425,986
1952	419,447
1951	392,925
1950	367,828
1949	350,174
1948	331,674

*From *American Druggist.*

(Continued on page 223)

Table II. Prescription Types Classified by Use* Percentage of All Prescriptions

	Anti-infectives Internal	*Sedatives Hypnotics*	*Cardio-Vasculars*	*Analgesics Internal*	*Anti-spasmodic*	*Dermatologics*
1957	18.5%	14.8%	6.8%	6.4%	5.7%	5.7%
1956	18.3	14.2	8.2	6.0	5.9	5.8
1955	17.5	10.1	8.7	6.2	6.7	6.1
1954	17.1	9.8	7.8	6.4	6.6	6.9
1953	18.3	9.2	6.6	6.6	6.2	7.0
1952	18.0	9.1	5.9	6.4	6.3	6.9

*From *American Druggist.*

Table III. Prescriptions Classified by Major Ingredients* Percentage of All Prescriptions

YEARS	*Antibiotics*	*Barbiturates*	*Hormones*	*Tranquilizers*	*Vitamins*	*Antihistamines*
1957	15.5%	13.2%	9.4%	9.5%	8.3%	9.3%
1956	14.5	13.4	9.5	9.3	8.8	8.6
1955	13.7	14.8	8.5	5.1	9.6	8.8

*From *American Druggist.*



TMA Secretary-Treasurer J. Floyd Goodrich (center, standing) with some friends at the 1958 NCPA Convention in Durham. The young lady in the foreground appeared in the TMA-sponsored show.



ZYMADROPS*

- Readily miscible with food and formula
- No refrigeration required
- Delightful new honey-lemon flavor

DOSAGE: *Infants and Children* — 0.6 cc. daily or as directed by a physician. Zymadrops may be administered by dropping directly on the tongue or mixing with water, milk, fruit juice, or any other foods.

SUPPLIED: In 15, 30 and 60 cc. bottles.

*TRADEMARK, REG. U. S. PAT. OFF.—PEDIATRIC MULTIVITAMINS, UPJOHN

Upjohn

THE UPJOHN COMPANY, KALAMAZOO, MICHIGAN

PROMOTING PRESCRIPTIONS

baby needs, cosmetics, toys, electric appliances, and ad infinitum. But, the prescription department, which is the department that delineates the drug store from other retail stores, has been considered the department that many pharmacists believe, merely because by education and by licensure he is in that business, that it would grow, as did TOPSY, without real promotional effort.

The first prerequisites to prescription business are, of course, a pharmaceutical education, a license to practice pharmacy, and a license to open a retail pharmacy. After that, one of the first things that determines success is the maintenance of an adequate stock, capable of filling, on a moment's notice, a prescription for any one of thousands of therapeutic agents, and in some cases, under varying trade names. I am well aware of the difficulties involved in doing this, yet in most cases, at least insofar as the majority of the major pharmaceutical manufacturers are concerned, all retailers have the protective influence of such manufacturers' sales policies. So, in the main, the problem of stocking pharmaceutical prescription items is more a one of space, than it is one of possible loss due to an item not moving or one that loses favor in the prescription memory of the doctor. I would suggest that you stock accordingly, new prescription items that past performances of that company and that company's sales representative in your area would indicate they would move within a reasonable period of time on a doctor's prescription.

After the first essential of an adequate stock, here are a few thoughts on "Promoting Prescriptions" that may prove useful. Above all, always stress professional service by professional men. I shall divide the thoughts I have into three separate categories, as follows:

1) Promoting prescriptions to the doctor and to the dentist.

2) Promoting prescriptions to the laity.

3) Promoting prescriptions, thru improved prescription service, improved prescription packages, and the addition of a little personal touch.

In promoting prescriptions to the doctors we can do the following things that have proven helpful:

1) A new product department—advise doctors—use American Druggist Fact Card Files.

2) Mail to doctors a card on all new products—weekly or semi-monthly.

3) Courtesy discount cards for all doctors and nurses.

4) Personal contacting of physicians.

5) Provide doctors' offices with book matches imprinted "Prescriptions"—with store name and telephone number.

6) Provide dentists with a formulary of dental prescriptions.

(Table IV, compiled from *Drug Trade News*, shows that we have approximately 78,000 dentists in the United States and that in 1957 they wrote about 6,000,000 prescriptions—an average of seventy-five per dentist. But actually only one out of five dentists wrote prescriptions, meaning that those who did write wrote an average of four hundred prescriptions each.)

7) Provide podiatrists with a formulary of podiatry prescriptions.

(Table IV shows that 7,800 podiatrists wrote 4,000,000 prescriptions in 1957 for an average of about five hundred each.)

In promoting prescriptions to the laity we can do the following things:

1) Letters to all homes, with telephone stickers, on prescription department—send three or four times a year.

2) Prescription record book—mail once or twice a year—distribute to all new prescription customers.

Table IV*

1957 Prescriptions Written by Dentists	6.000,000
Approximate number of Dentists in Practice . .	78,000
Approximate number of Dentists Writing Prescriptions	15,000
1957 Prescriptions Written by Podiatrists	4,000,000
Approximate number of Podiatrists in Practice .	7,800

**Drug Trade News*, March 24, 1958.

(Continued on page 225)

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The Best Word to Describe

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PROMOTING PRESCRIPTIONS

3) Keep prescription record for all customers for IRS purposes.

4) Free pick-up and delivery on all prescriptions.

5) TV, radio, and newspaper advertising (don't advertise prescriptions as your specialty—advertise it as your profession).

6) Provide parking area, if possible, for prescription customers—make arrangements with nearby parking lot or garage for special rates.

7) Provide "after-hours" prescription service—advise both doctors and customers of this emergency service.

8) Provide magazine covers for doctors' waiting rooms.

9) Maintain a window display on prescription department year-round.

10) Package stuffers—"Let us fill your next prescription"—put in all packages. Imprint with store name.

11) Stickers—"Let us fill your next prescription"—put on all packages of fast moving items. Imprint with store name and telephone number.

In improving our prescription service and package the following thoughts may be useful:

1) Dress up the prescription service and package—add a little personal touch.

2) Provide a "Prescription Lounge" for waiting prescriptions customers.

3) Give card, good for coffee or "coke" at fountain, to waiting prescription customers.

4) Put message on prescription call-slip, such as, "Your prescription is being carefully compounded by a registered pharmacist. It will be completed in as short a time as caution will permit."

5) Include with each prescription a small folder, giving name of pharmacist filling the prescription, printed replica of his license, and his photograph.

6) Use acetate covers on labels of fluid prescriptions to keep them legible.

7) Plastic measuring spoons—one-half or one teaspoonful capacity—or plastic medicine glasses—given with each fluid prescription. Imprint with store name.

8) Plastic "Pocket-carry" boxes given with each tablet or capsule prescription. Imprint with store name.

9) Balloons, crayons, comic books, etc., given with all pediatric prescriptions. Imprint with store name.

(TV ads on cereals show influence of child on mother's buying habits. The child will see that his mother brings his next prescription to your store.)

History has shown that new prescription customers will become customers of other departments—new customers in other departments may or may not become new prescription customers. This pattern is probably a pattern of faith, because a customer who has faith in a drug store to fill his or her prescriptions in times of illness in most cases will have faith in that store to sell them toothpaste, candy, baby needs, and other items. Good service and faith are powerful motivators in producing steady drug store customers—price is not the primary motivation as it is with the selection by the customer of many of his other retail stores. But, if a customer does not have faith, insofar as prescription filling is concerned, he will probably not be a steady customer for other departments.

In closing, I would like to reiterate that the best idea I could leave with you on "Promoting Prescriptions" is the idea itself of "Prescription Promotion." I might add that the prescription for increased prescription volume can be written:

> RX "Promoting Prescriptions" Elixir
> q.s. to produce increased prescription volume and profit, of the ideas we have just covered.

Label "Shake Well," with the "shake well" meaning a "shaking" of our mental processes and asking of ourselves, each day, this question: "What have I done today in the line of promoting prescriptions for my store?"

Recommend "BC" with Confidence...



America's Fastest-Selling Headache Powder

. . . And As A Tablet—

A Nation-wide Success Selling Faster Each Day

REPEAT SALES ASSURED!

"BC" is the product of a well-established firm that has continually manufactured "BC" . . . and nothing else . . . for almost a half century.

As you will recognize on the label, "BC" contains a number of well-known ingredients widely recommended for the relief of pain. These ingredients are compounded and "BC" is produced under the finest pharmaceutical-type conditions in a modern plant.

You can recommend "BC" with confidence. The gentle but effective relief of "BC" will bring you repeat sales.

BC

OVER 89 MILLION PACKAGES A YEAR

backed by hard-hitting local and national advertising

B. C. REMEDY CO.

DURHAM, NORTH CAROLINA



TAR HEEL DIGEST

Robert M. Hines returns to Derita, North Carolina following military service for the past two years. He is a graduate of the UNC School of Pharmacy; was stationed in San Antonio, Texas in 1957 and early 1958.

* * *

Dixon B. Hood, after 42 years of almost continuous experience in pharmacy, most of it as operator of Hood's Drug Store, Richlands, is retiring from the business. He will continue to operate a nearby seed store.

* * *

Harold V. Day was recently elected president of the Spruce Pine Chamber of Commerce and Merchants Association. Another pharmacist was elected vice-president: Dale Banner, manager of the Spruce Pine Pharmacy.

* * *

James L. Patterson has moved from Salisbury to 1370 Sixth Street, N.W., Hickory.

* * *

Raymond L. Creekmore of Lumberton has established a pharmacy in Delco, North Carolina. Since Delco is located near his hometown of Whiteville, Raymond returns to the section which he knows best.

* * *

Van H. King writes from Rolla, Missouri that he recently attended the Missouri Pharmaceutical Association convention in St. Louis. With nine months of military service to go, Van expects to return to North Carolina in early 1959.

The June, 1958 issue of the **Rexall Reporter,** a newspaper for Rexallites and their salespeople, contained a picture story in which was detailed the excellent selling effort of Roseboro's Tart & West Drug Store. Example: Six gross of Cara Nome Permanents and $4,500 of Super Plenamins in a 5-month period. Appearing in the picture were Mr. W. Latham West and his son, Waits A., and two employees, Mrs. Pearl Smith and Mrs. Juanita West.

* * *

Maurice Underwood, pharmacist with Toms Drug Company, Wilmington, for the past eight months, has resigned in order to accept a position as hospital pharmacist with the James Walker Memorial Hospital. He replaces Coit Wright, who is now making his home in Spartanburg, South Carolina.

* * *

Norman W. Lynch of McColl, South Carolina is a patient of the Veterans Administration Hospital, Salisbury. Head injuries suffered in a fall while working in Louisburg, North Carolina later caused complications which resulted in his present hospitalization.

It's Coming!

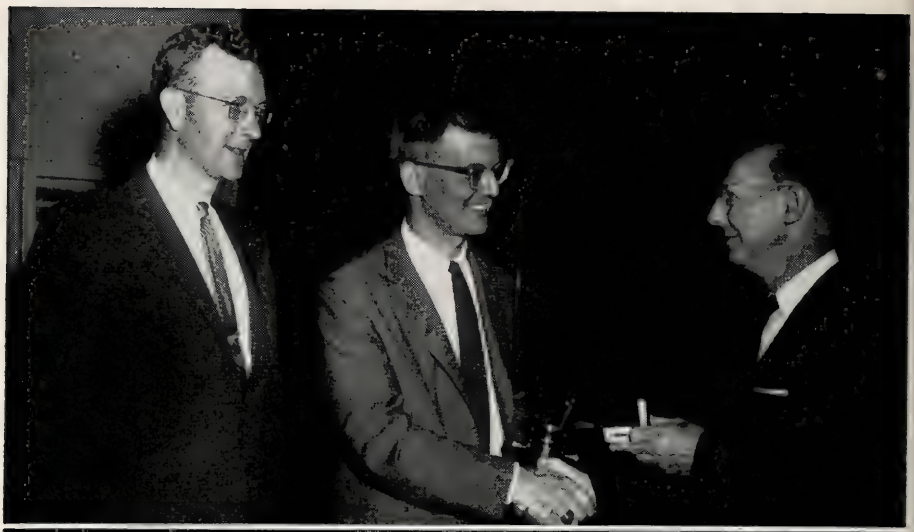
GEER'S HOLIDAY GIFT SHOW

CAROLINA'S FINEST AND MOST COMPLETE GIFT SHOW

ATTEND THE BEST COME TO

SPARTANBURG

Sun., Mon., Tue., Aug. 3-4-5







Top—**Williamston pharmacist has pleasure of presenting award in its 22nd year to son.** D. R. Davis, pharmacist of Williamston established the Buxton Williams Hunter Medal in 1937 as a memorial to his great uncle, a New Bern pharmacist. The award has been presented annually to the graduating pharmacy student excelling in scholarship and campus citizenship. This year Mr. Davis had the pleasure of presenting the medal to his son David Ramsey Davis, Jr. who also received the Pharmacy Faculty Award to the valedictorian. In the picture Dean E. A. Brecht observes the presentation.

Center—**Scholastic award winners at the School of Pharmacy, University of North Carolina.** Dean E. A. Brecht presided at the annual Awards Night on May 13, 1958 when the following graduating students were honored: David R. Davis, Jr., the Faculty Valedictorian Award and the Buxton Williams Hunter Medal; William Norman Ponder, the Bristol Award; Donald Kenneth Chapman, the Merck Award; James L. Inabinet, the Rexall Award; Christine Becky Manos, the Kappa Epsilon Award; Gene Raymond Dutton, the Phi Delta Chi Award; James Miller Prevo, the Merck Award; Ronald Lowery Austell, the Pharmacy Student Body Award; and Paul Augustus Stevenson, the Lehn & Fink Gold Medal Award.

Bottom—**E. R. Squibb & Sons** presented its prescription award to the pharmacy departments of three Charlotte hospitals filling 2 million or more prescriptions for hospital patients. The awards, the first presented to a hospital and to hospital pharmacists in the South, were made by Rease Inge, Atlanta regional manager for Squibb. Shown with awards, left to right, Gilbert Colina, Mercy Hospital; Lois Nichols and Myrtle Kraus, Charlotte Memorial Hospital and John Rosser, Presbyterian Hospital.

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Profiteering?

The government's investigation of suspected conspiracy to fix—and fix at a high level—the prices of polio vaccine, should be extended, says North Carolina's Congressman L. H. Fountain, to cover all drugs. Congressman Fountain has made a sensible suggestion.

Already, the federal government is considering civil actions in an effort to recover millions and millions of dollars which it feels it was overcharged for polio vaccine. The government and that part of it which is the Congress of the United States may want to consider, as well, the billions which are being paid out every year by the people of the United States.

If there is bald and bold profiteering, the government should expose it; should even undertake to do something about it. The people who need the drugs cannot hesitate or bargain. They have to have the drugs—have to pay.

Especially expensive, in the minds of many, are the newer drugs. Perhaps they just naturally are expensive to produce and are properly priced. Again, if drugs restore health, the patient has no disposition to complain; but the government, as the only agency which effectively can do so, ought to look into the whole picture.

—Editorial, *Durham Sun*, May 20

Lilly Suspends Production of Polio Vaccine

Eli Lilly and Company suspended production of polio vaccine, effective June 1, because of large supplies on hand and public apathy toward immunization.

Company officials stressed that production will be resumed whenever the situation indicates a need for it.

At the end of May the Lilly stockpile stood at more than 20 million doses. The usual seasonal demand failed to materialize.

About 50 persons working on vaccine production and testing are being reassigned to new jobs. Approximately a dozen others are remaining in the standby polio vaccine facilities to do developmental research.

At peak production a year ago, there were 275 employees in polio vaccine production and testing. Virus fluid was being produced at a rate of 8.1 million doses a month. Since then, cutbacks in production have been gradual, with about 215 employees being shifted to other assignments.

The public apathy toward polio immunization contrasts with the attitude in early 1957 when a Lilly stockpile of 25 million doses disappeared in about nine weeks. The Lilly supply was gone by mid-March, 1957. The new stockpile began building up when demand fell off, never to recover, in the summer months.

Golden Anniversary

Mr. and Mrs. Willis F. Holland of Mount Holly celebrated their 50th wedding anniversary recently.

Several hundred guests from Mount Holly, Gastonia, Belmont, Stanley, Charlotte, High Point, Dallas and other towns attended the reception.

SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists

We Appreciate Your Business

Doctor Durham

Sixth District Congressman Carl T. Durham of Chapel Hill received the honorary degree "Doctor of Laws" at commencement exercises at the University of North Carolina on Monday night, June 2.

A pharmacist, an alumnus of the University and a member of Congress for more than twenty years, Mr. Durham has been dubbed "Mr. Atom" for his work as chairman of the Joint Congressional Committee on Atomic Energy and as the U. S. Representative on the International Atomic Energy Agency, set up by 52 nations to explore peaceful uses of nuclear energy.

Just a few days prior to the ceremony in Chapel Hill, Mr. Durham received a similar (LL.D.) degree from High Point College.

In the more than 150 years of the University's history, only one other pharmacist (Dr. E. V. Zoeller) has been similarly honored.

The many friends of Mr. Durham are pleased over this high honor that has come to him. "Rightly placed and well deserved," remarked a long-time acquaintance of Mr. Durham's. This feeling sums up the sentiments of his pharmacy friends, too.

Attend Sales Training Clinic

In attendance at the recent day-long sales training clinic, jointly sponsored by The Henry B. Gilpin Company and Coty, Inc. and held in Norfolk, were pharmacists and cosmeticians from Manteo, Elizabeth City, Murfreesboro, Kinston and Rocky Mount.

The proper use and application of cosmetics was demonstrated in the morning by Mme. Louise Bruel, beauty consultant of Coty, Inc. In the afternoon, the major principles of drug store selling were discussed by executives of The Henry B. Gilpin Company, including J. W. Roberts, Jr., Sales Manager, and L. Scott Grauel, Customer Service Manager.

Skits were staged to demonstrate the application of five major concepts of drug store selling.



Association Officials at the Durham TMA Convention Show. Left to right: Mrs. W. D. Welch, Jr., C. D. Blanton, Mr. and Mrs. J. Floyd Goodrich, Mr. and Mrs. W. J.. Smith, R. C. NeSmith and O. G. Duke.

30% Loss Due to Unfilled Rxs

Pharmacists are losing up to 30% of their potential ethical drug business to unfilled prescriptions, Lee L. Gibson, sales vice president of Lakeside Laboratories, reports.

In a recent survey on a product well established in the ethical field, 17 of 31 lost prescriptions were traced in some way to the pharmacist. In four cases, the pharmacist had bottles with only a few pills; in five more, he had the drug in stock but didn't know it; in the remaining eight cases, he was actually out of stock.

The other 14 cases were attributed to the patient. In six instances, the patient "felt better" the next morning and didn't bring the prescription to the drug store; in three instances the drug store was closed and the patient never returned; in two, the patient recognized the prescription, didn't believe in the drug and threw away the prescription. The remaining three cases couldn't be traced.

Gibson declared that proper inventory control has resulted in a sales rise of 26% for the drug studied.

Slesinger to Head Mecklenburg Pharmaceutical Society

Stanley S. Slesinger, Shamrock Drugs, Inc., Charlotte, has been elected president of the Mecklenburg Pharmaceutical Society for the coming year.

Serving with him will be Peter T. Milliones of Medical Pharmacy, vice-president, and Vernon L. Faircloth of Park Place Pharmacy, secretary-treasurer.

The organization observed its fifth anniversary on June 5 with a dinner at the Variety Club in Charlotte. Out of town guests included Dean Edward A. Brecht, Carl Bauguess and Edward M. Smith of Chapel Hill.

On Western Visit

The W. A. Wards of Swannanoa are on a lengthy trip to the West coast. In early June, the Wards visited their daughter and son-in-law in Minnesota, and while in that state, toured the campus of the University of Minnesota.

IT'S COMING!

GEER'S GIFT SHOW

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CHARLESTON, S. C. AUGUST 10-11-12, 1958

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The Geer Drug Co.

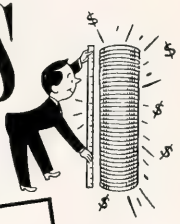
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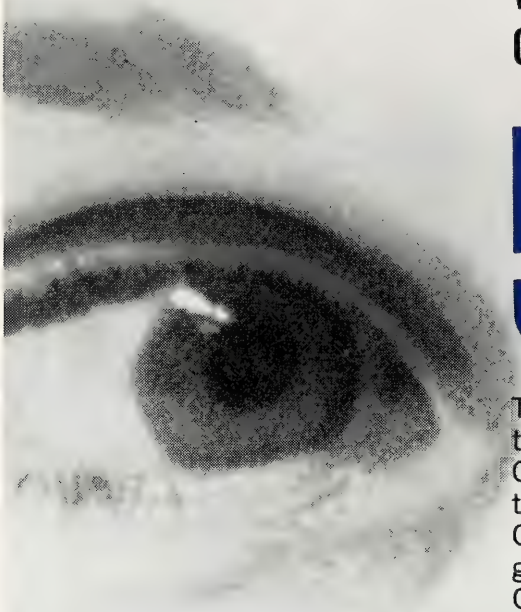
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...a better value for your customer!



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The clear, cool answer to tired, sun-strained eyes is COLLYRIUM. An answer to the summer sales lag is COLLYRIUM. The wise druggist takes advantage of the COLLYRIUM bonus deal to stock this fast-moving summer specialty.

WHEN YOU BUY	YOU GET
116 units	28 units, Free
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Soothing, refreshing relief for tired, strained eyes

See your Wyeth Territory Manager.
Talk to him about COLLYRIUM bonus deals
and ask about the free, eye-catching counter display!

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Pharmacist of the Year











WILLIAM BURDEN GURLEY, who, as "Pharmacist of the Year" will receive the Association's Mortar and Pestle Award at a dinner in his honor in Windsor on Wednesday, July 9.

A past president of the N. C. Pharmaceutical Association and outstanding religious, civic and business leader for more than forty years, Mr. Gurley will be the 12th pharmacist in the state to be so honored by the NCPA.

Co-sponsor of the dinner is the Northeastern Carolina Drug Club of which Mr. Gurley is a past president.



"THANKS to you!"

Sales are growing by leaps and bounds

Your sales *and profits* are bound to leap too . . . when Alka-Seltzer® BRAND is put on display.

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JOHN HENLEY

Henley Wins Nomination

John Henley, Hope Mills pharmacist, in winning renomination to the House for a second term, was high man on a 3-candidate ticket from Cumberland County.

Mr. Henley's vote was 7,475; the second candidate pulled in 5,622 votes; the third (defeated) candidate trailed the other two with a total of 4,456 votes.

First elected to the House in 1956, Mr. Henley was mayor of Hope Mills for six years. He is owner-manager of the Clinic Pharmacy.

Ernest L. Carraway, Jr., a former employee of McLean's Pharmacy, Clinton, is now making his home in Wilmington where he is associated with the Cape Fear Pharmacy.

NEWS BRIEFS

It was a "hole in one" for John H. Brown, China Grove pharmacist, as he played the fifth hole of the Mooresville Golf Course on May 20.

"I had a lot of fun telling people about that shot, then the boys made a rule to charge me a dollar a minute after I had talked a half-hour to any one person about the "hole in one," said Mr. Brown.

* * *

Richard Brikle, who was with Dorton's Drug Store, Charlotte, has accepted a position as pharmacist in charge of Robinson's Drug Store, Belmont, effective June 16.

Mr. F. D. Watkins, who formerly managed the store, severed his connection with Robinson's on June 29.

* * *

Biggs Drug Store, Greenville, owned and managed by John Biggs and Jarvis Alligood, now occupies new and larger quarters. The address has been changed from 301 Evans Street to 300 Evans Street.

Small enough to know you

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Prescription Returns

by the customer

Abstract of one of the NCPA Convention "Creative Ideas Conference" problem discussions, as interpreted by Robert H. Seaborn of Raleigh.

The word "creative" was well used. Certainly the discussion at our table created questions which some of us had not considered and which must be taken into account in dealing with the problem of prescription returns. For example, someone raised the question as to how much money is lost per prescription if 100% credit is allowed on a prescription? No answer was forthcoming but estimates varied from 50¢ to $2.00 (some were delivered and some were not, some were compounded and some were not, etc.).

The chairman asked each pharmacist to express his views and, without exception, everyone did. All were in accord with the that a doctor's request was the hardest to deny and all agreed that the doctor made the request for the patient more frequently than the patient did himself. The pharmacists generally felt that they had to comply in order to retain the doctor's good will but expressed surprise and regret that a person in the capacity of a doctor should make such a request.

Nearly all of the group stated they discouraged the practice and felt that some requests were out of reason. One pharmacist estimated he had from $300.00 to $400.00 worth of returns yearly. He said all returns, except unopened good goods, were destroyed. This statement led to other aspects of the problem. Another pharmacist, near a military activity, told of two nurses who had devised a scheme of withdrawing narcotics from a sealed ampoule and replacing the contents with water. He pointed out a pharmacist cannot properly certify to the goodness of a medication if he uses "second-hand" medicine. Ignorance can be just as harmful. Take the example of a bottle of insulin left in a hot car for 4 or 5 days then remember that SOMEONE IS STAKING HIS LIFE ON IT.

The problem of sanitation was presented and it was thought a good idea to discuss this aspect with the Board of Health. A member of the Board of Pharmacy unofficially expressed his opinion that the most vital elements of the problem were "sanitation" and the "certification of goodness." He thought no returns should be accepted and raised two questions. First, do doc-

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- Your wholesale druggist has Everfresh, the standard citrate for 35 years

350 cc size: list price, $2.30 per dozen. Minimum retail price, 30¢ each.

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see the difference in purity
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ors refund fees when the patient is not ured? And second, will your liability in- urance cover you if you dispense "second- and" medicines? One pharmacist presented ome tear sheets from a newspaper which ontained an open letter to the public stat- ng that he did not accept returns because e did not wish to dispense "second-hand" edicine. He also displayed a letter which e sent to each doctor. When asked about he reaction he said no requests were made f him for one week after the publication f the letter. He then had a very good cus- omer get mad over his refusal to accept return. He said his parting statement to he customer was to consider who had the edicine before he got it if he traded with Pharmacy which accepted returns. He aid the customer was back the next morn- ng and had been trading with him ever nce.

It was stressed that proper explanation o the patient for refusal to accept returns s most important and it was felt that upon ontemplation most customers would agree if the situation is properly presented to them. It was also stressed that anger by the pharmacist should be avoided. The pharmacists taking part in this discussion were all of the opinion that the possibility of losing a customer was almost non-existent if the facts are presented correctly.

Recommended solutions to the problem:

1. Letter to the newspapers containing an official statement of policy
2. Letter to the Board of Health
3. Letter to the Medical Society
4. Printed placard prominently displayed in the Prescription Department

It was believed that 90% of the pharmacists in the state would agree with a uniform policy and wished to stop the practice of accepting returns. It was felt that the other 10% would contend that the possibility of the loss of a good customer was more important. The participating pharmacists were of the opinion that the customer would not be lost.

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The 1959 Convention of the NCPA and affiliated Auxiliaries will be held in Asheville Sunday, Monday & Tuesday April 19-20-21. Headquarters will be at the George Vanderbilt Hotel.

Do you have an adequate stock of



for Summer selling?

Never before in our 78-year history have sales expanded so fast on any of our products. Every month Soltice sets new selling records. And that demand will continue to grow this Summer with people asking for Soltice for temporary relief of minor muscular pains, minor sprains and bruises, aching feet, non-poisonous insect bites, and the misery of summer colds.

Do you have an adequate stock of Soltice for Summer selling? If not, mail your order today. It'll get prompt attention.

THE CHATTANOOGA MEDICINE CO.
Chattanooga 9, Tennessee



Dear Mr. Smith:

In a recent series of undercover cases developed by this office, we made purchases of illicit narcotics stolen from pharmacies and wholesale drug houses. In each instance, the defendant was employed by the registrant, as a porter or errand boy. In that capacity, he was enabled to steal narcotics from stock and then sell the narcotics on the illicit underworld drug market.

Registrants are cautioned to take steps to insure that narcotics are kept under maximum security conditions, particularly with reference to accessibility by only authorized and select personnel.

In too many instances, the registrant carelessly leaves his narcotic supply unlocked, and available for theft during the day, when he is busily engaged in another part of the store.

On this date, I discussed the foregoing with Mr. H. C. McAllister, Secretary, Board of Pharmacy, and we agreed that with your cooperation, we could best alert all pharmacists of the necessity of stringent narcotic safeguards, through the publication of this letter in the CAROLINA JOURNAL OF PHARMACY.

Very truly yours,
/s/ John L. Kelly, Jr.,
Narcotic Agent.

Raleigh Drug Travelers

Members of The Raleigh Drug Travelers have been putting in week-ends at their club site, preparing a picnic area and in general getting the grounds in shape for summer parties.



Which Is the "LIVE" One?

The "live" product is the one that moves and continues to ring up repeat sales.

'Becotin with Vitamin C'* has been merchandised from drug-store diabetic sections and vitamin departments for years. It is still one of the fastest-moving vitamin B complex formulas on the market.

Recommend this quality product for its tonic effect. For satisfied customers, it's the product of choice. So that you will have adequate stock, send us your order now.

*'Becotin with Vitamin C' (Vitamin B Complex with Vitamin C, Lilly)

WE ARE A *Lilly* DISTRIBUTOR

THE PEABODY DRUG COMPANY

Durham, North Carolina

an S.K.F. label means a fast-moving product



Smith Kline & French Laboratories, Philadelphia

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Winston-Salem Drug Club

About fifty members of the Forsyth County Dental Society, including the president-elect of the N. C. Dental Society, turned out for a dinner in their honor at the American Legion Building in Winston-Salem, May 28.

Guest speakers included Dr. L. M. Massey of Zebulon, George Scattergood of Armstrong Cork Company and NCPA Secretary W. J. Smith.

With President R. O. Cox presiding, the meeting got underway with an explanation of how the N. C. Dental Formulary was compiled; Dr. Massey discussed the "Application of the Dental Formulary to the Practice of Dentistry" and Mr. Scattergood closed the meeting with an address on the value of "Public Relations."

A social hour and a steak dinner preceded the program. The dinner, sponsored by the Winston-Salem Drug Club, was attended by about seventy-five pharmacists, dentists and guests.

Roger Sloop, Tom Burgiss, Craig Lewis, Gilbert Hartis, Darle Shouse and other members of the Club were highly commended for their effort in arranging the well-attended and highly successful interprofessional dinner meeting.

Henderson Drug Club

The new N. C. Dental Formulary was discussed at the May 19 meeting of the Henderson Drug Club. Participating in the discussion were Dr. T. M. Hunter, Dr. Finch, Dr. Kinlaw and Clarence Page.

The meeting, held at "Gayhaven," Eddie Woolard's cabin on South Lake, was attended by the dentists of Henderson, who were guests of the Club.

A news reporter said the meeting was "very friendly, cordial and cooperative; can recommend other clubs invite their local dentists to attend similar get-togethers."

Durham-Orange

Howard Yandle of Chapel Hill was elected president of the Durham-Orange Drug Club on May 27. He succeeds Lloyd Riggsbee, who headed the Club during the past year.

Other officers elected: R. E. Bangle of Chapel Hill, vice-president, and Dr. Earl T. Brown of Chapel Hill, secretary-treasurer.

Guest speaker was Dr. W. W. Demeritt, assistant dean of the UNC School of Dentistry. He recounted some of the difficulty encountered in attempting to sell the desirability of "Fluoridation of Water Supplies" to communities in this and other states.

The Club voted to invite members of the '59 pharmacy graduating class to meetings of the organization beginning this fall. Eight to ten members of the class will be guests of the Club at each of its meetings, the invitations being rotated throughout the class until all the graduates have an opportunity to attend. Purpose of the project is to give the graduates an opportunity to observe how a local drug club operates, type of programs presented, business transacted, etc.

Greensboro Drug Club

Junius E. Davis was installed as president of the Greensboro Drug Club at a meeting of the organization on May 29.

Other officers serving with Mr. Davis will be W. S. Dukes, vice-president; C. U. Paoloni, secretary; and J. A. Ranzenhofer, treasurer.

A movie, "Someone Is Watching," which demonstrates some of the methods used by addicts to obtain narcotic drugs, was shown.

Wayne County

The Wayne County Pharmacist Society, in a meeting in Goldsboro on May 12, installed officers.

Willie C. Rose is president; Pete Barbrey, vice-president; Kenneth Wiggins, secretary-treasurer; Ed Pilkington, public relations chairman; and Carl Kirby, program chairman.

Wake County

Bill Murray of Raleigh was advanced to president of the Wake County Pharmacists Society on May 7.

Serving with him during the coming year will be W. Hooper Wilson, president-elect; W. L. Johnson, vice-president; and Mrs. June West, secretary.



NOW from Abbott Laboratories the new **SUCARYL®** Table Bottle

designed by Raymond Loewy to make Sucaryl part of the "fine things" of the table; slim and sleek, the graceful Sucaryl bottles mark a new departure in functional packaging!

Available now, without extra cost to you or your customers, in the 4-fl.oz. SOLUTION size, 1,000-TABLET or 100-TABLET bottles.

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Random Comments

By W. J. Smith

The immediate past president of the NCPA, Mr. C. D. Blanton of Kings Mountain, returned his "Presidents' Travel Allowance" check of $100 to the NCPA, saying "put it to some good use."

The $100 has been placed in the "NCPA Endowment Fund," thanks to the generosity of Mr. Blanton.

The $100 is but a small part of the actual expense the president of the NCPA is involved in during his term of office (during legislative years the figure is doubled). Perhaps some thought should be given to an upward revision of these allowances as they are 20 years out of date.

* * *

An example of professional service and how valuable a reference book can be in times of an emergency: Physician called pharmacist, said had small child in hospital who had consumed quantity of 6-12 Insect Repellent (Carbide); wanted to know antidote for active ingredient of the Repellent (2-Ethyl hexanediol-1,3).

Pharmacist called NCPA Office and information obtained from "Clinical Toxicology of Commercial Products" was relayed to MD in a few minutes.

In meantime, NCPA Office double-checked with Duke Poison Control Center and verified treatment already authorized. Result: child recovers and pharmacist orders copy of the toxicology book.

* * *

A "Pharmacists Directory" listing eighty pharmacists in the Asheville area has just been published.

The introductory heading reads: "Published periodically by pharmacists, consultants to the medical and health professions, in the interest of community health and welfare."

The list is alphabetized by pharmacist name, running from James W. Adams, to T. F. Young. Register number, name of pharmacy and telephone number follows the name.

A valuable reference; those responsible for the directory are commended for their effort in behalf of Pharmacy.

* * *

The NCPA, in cooperation with the North Carolina Hospital Association, has just concluded a mailing on "Careers in the Health Field" to 903 high schools and about 100 military health centers.

In a special bulletin on Pharmacy, the NCPA offered two booklets, (1) Your Career Opportunities in Pharmacy and (2) Shall I Study Pharmacy?

The response has been significant. Requests are coming in from all sections of the state; may eventually result in some additional pharmacists.

* * *

Small boy's definition of Father's Day: "It's just like Mother's Day only you don't spend so much."

* * *

Observation by Paul Harvey: Fathers are what give daughters away to other men who aren't nearly good enough, so they can have grandchildren who are smarter than anybody's.

* * *

Pharmacist's advice: "Don't spend your time worrying about the business outlook; spend it on the lookout for business."

* * *

Progress: A certain mortuary has a bar where, for a price, mourners may mingle tears with their beer, and for $85 an hour, we hear you can engage a helicopter (flying saloon) to hover over and on prearranged signal, will alight on golf course and serve drinks to any foursome.

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FAST SERVICE increases your

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QUALITY COLOR FINISHING IN OUR OWN PLANT Approximately 3 DAY SERVICE on Kodacolor and Ektachrome

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News of the New

By ALICE JACOBS

We recall the time a veterinarian rathe smugly undertook to show us how to giv our cat a pill. We could have told him h was wasting his time—the cat had neve swallowed a pill in her life. Anyway, th vet lost face and a considerable quantity o blood before he gave up. This epsiod could have had a happier ending with brand-new dart rifle that fires feather tufted hypodermic needle darts. *Palme Chemical Co., Atlanta, Ga.,* is marketing thi device to inject animals with drugs at lon range. (We wonder if perhaps it was in spired by the vet who vaccinated himsel when a cow lunged against him?) Designe for veterinarians, game wardens, and wild animal hunters, the .50 caliber, 6-lb rifl uses carbon-dioxide cartridge to propel ho low darts a distance of 35 yds. On contac a plunger forces the drug out into the ani mal. This "gun" costs $98.50. Frankly, w don't get the bit about the wild-anima hunters, but that's what the manufacture says.

℞ BOXES AND LABELS

E. N. ROWELL CO. INC.
BATAVIA, N. Y.

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Recognition for Pharmacists

Drug stores in Asheboro and across the ountry which have served their communi- es long enough to fill a million prescrip- ons are receiving some deserved recogni- on. They are being given plaques attest- g this by Lederle Laboratories.

The plaques are for "meritorious service rough pharmacy." They usually are pre- nted with a bit of ceremony by a local fficial, medical society leader or dean of a ollege of pharmacy. This reminds us for t least one day of the day-and-night, seven- ay a week service of the druggist.

Our modern pharmacist is a professional an of friendly manner who may work 75 90 hours a week. He is the only busi- essman in the community required by law have a college education, acquired rough at least four years of the toughest rt of study. Like the physician, he is kely to be called at all hours.

His role has been important since the ys of the ancient apothecary shop but is vital today as never before. The ad- nt of penicillin and more recently the broad spectrum antibiotics like aureomycin and achromycin put on his shelves drugs more potent than in the past. Literally hundreds of new drug products now appear each year.

Our pharmacist must learn about these and stock them. At the same time, he has to keep on his shelves a vast array of time-tested older remedies, including maybe the drugs prescribed for General Lee. Vaccines and some drugs are perishable. Some must be protected from heat and cold. Many must be sheltered from light. There can be no errors.

These are just a few of the problems with which our pharmacist contends. But he handles all of them calmly and cheerfully. His talents and his drugs protect children, heal adults and comfort aches of the aged.

We hope that all our local pharmacists receive Lederle plaques and any other recognition afoot, that they collect all their bills and that they find time for a day off now and then.

—Editorial, *Asheboro Courier-Tribune*

Give Yourself a

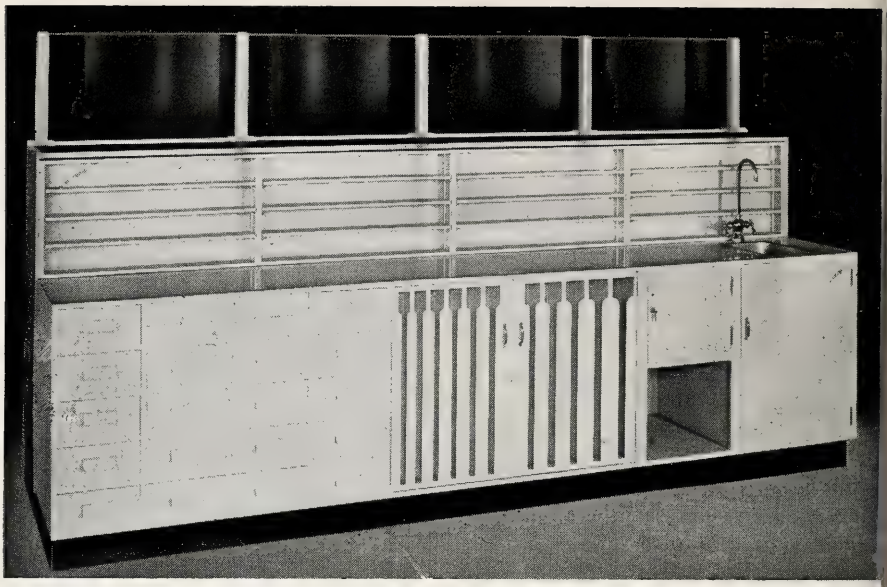
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by

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ADVERTISED LINE





K-400 PRESCRIPTION WORK COUNTE

A thoroughly professional prescription work counter for a highly professional service.

Write for our free new complete catalog or brochure of blue prints showing actual installations.

Send Catalog ☐
Send Blueprints ☐
Send Sales Engineer ☐

Name.....
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Manufacturers — Distributors

LYNCHBURG VIRGI

HOWELL HALL HAPPENINGS

Favorable bids for the new Pharmacy Building were opened on May 7. Seventeen firms submitted bids for the construction of the building, and the contract was awarded to L. P. Cox Company, Sanford. The casework contract was awarded to Southern Desk Company, Hickory. Actual construction of the building began in the last week of May.

Two annual recurring activities were completed before May 15: all graduating students definitely accepted their first positions, and freshman and transfer admissions for the new school years were completed.

The American Red Cross First Aid Instructors Course, taught by Dean E. A. Brecht, was completed by Frederick Ernest Barwick, Charlotte; Donald J. Deaton, Mooresville; Prentiss L. George, Lincolnton; William Russell Griffin, Jr., Old Fort; John Michael Lazarus, Sanford; Dr. Claude Piantadosi, Chapel Hill; and James E. Williams, Rockingham. These instructors are authorized to teach the Red Cross First Aid Courses as follows: Junior, Standard, and Advanced.

There was great pride in the School of Pharmacy on May 7 when Miss LuRuth Sutton, second-year student from Raleigh was tapped to the Valkyrie, Women's Honor Society on the campus. This is one of the highest honors for women at the University of North Carolina and it is most unusual for its award to a Sophomore.

Dean and Mrs. Brecht attended the annual conventions of the American Association of Colleges of Pharmacy and the American Pharmaceutical Association at Los Angeles during the week of April 20-25. Dean Brecht was installed as National President of The Rho Chi Society. Mrs. Brecht remained in California for two additional weeks to visit her mother at Pasadena.

Dean Brecht, Dr. Fred T. Semeniuk, Mr. Edward M. Smith, and Marion McCurdy played in the annual Doctors, Druggists, and Dentists Golf Tournament at the Greensboro Country Club on May 1.

The Tenth Annual Justice Drug Company Banquet honoring the graduating students and their wives was held at the Carolina Inn on May 14. Mr. P. A. Hayes, Chairman of the Board of the Justice Drug Company, Mr. Stephen Forrest as President, and Mr. William P. Brewer as Vice-President had important and pleasant parts on the program. A guest list of 130 included other members of the firm, the faculty and graduate students from the School of Pharmacy, officials of the North Carolina Pharmaceutical Association, and members of the North Carolina Board of Pharmacy.

Dr. Sigurdur Jonsson and graduate student Metro Fedorchuk were initiated as members of the Sigma Xi, national honorary research society, at the annual banquet held in Lenoir Hall on May 16.

Chancellor W. B. Aycock presented certificates to the wives of the graduating students at the Pharmacy Wives Senior Tea held at the Institute of Pharmacy on May 18.

Dean Brecht discussed the N. C. Dental Formulary and new drugs of dental interest to the Rex Hospital Dental Staff in Raleigh on May 19.

Dean Brecht attended the meeting of the National Formulary Committee in Washington, D. C., on May 23 and 24. It is expected that National Formulary XI will be published early in 1960.

PHARMACY ADMINISTRATION

Reported by EDWARD M. SMITH, *Instructor*

Mr. Clifford Gauss, district sales trainer, Mr. Robert Brown, Raleigh, and Mr. Bill Anderson, Greensboro, all of the Johnson and Johnson Company, presented a program of employee sales training for the senior pharmacy students and their wives. The program was held in the Institute of Pharmacy on April 28 with a reception following the program.

On May 14 and 15 the seniors were the guests of the Peabody Drug Company and Mr. Zack Lyon for a tour of the wholesale house.

On April 24 Mr. George Stevenson, Up-

(Continued on page 251)

"ME...a hard luck guy?



...not any more!

This coat now. Not mink, maybe, but it's good stuff. Feel it. Jane'll flip over this, for sure. Times *do* change, and so did I."

Change from what?

"Well — I was a hard luck guy. My first drug store folded flat, because it was just a *drug* store. Second time, I added a fountain with cheap, 'high-profit' ice cream. Barely squeezed out with my shirt."

And now?

"Mmmmmmm. Just feel this fur coat. Well, now I've got a drug store in a top spot with a *Sealtest* ice cream fountain."

What about profits?

"By the handful! And in all departments."

Recommend Sealtest fountains to other druggists?

"No. Why should I slip a hot tip to my competitors? All they gotta do is call the local Southern Dairies plant and get the pitch from a Sealtest salesman!"

Sealtest TRADE MARK ICE CREAM

...sells your store!

HOWELL HALL HAPPENINGS

ohn Divisional Sales Manager, and Mr. auss, district supervisor from Greensboro, resented an hour talk on "Vitamins." Each student received 250 Unicap Vitains.)

On April 7 Mr. Tom Sigler, representave for Becton, Dickinson and Company, ave an hour lecture on "Needles, Syringes, nd Thermometers."

Mr. Albert Neimeth, Manager, Trade Retions for Warner-Chilcott Laboratories, oke to the seniors on April 23 on "Intntory Control: A Guide to Sounder Buyg and Merchandising." Inventory Conol booklets were distributed to all seniors.

Mr. John Crowell of the Mead Johnson ompany gave an hour talk to the seniors n April 30, "Let's Build a Baby Departent."

Mr. L. T. Applegate from the Surgical ppliance Industries, Inc. gave a two hour lk to the senior class on "Surgical Applinces" on May 14.

PHARMACY EXTENSION

By CARL T. BAUGUESS, *Director*

Prescription Pricing was discussed and rescription Pricing Schedules were disributed at the meeting of the Wake Coun- Pharmaceutical Society in Raleigh on lay 6. Graduate student George Crevar as also a guest of the Society at the meetg.

The Pharmaceutical Extension Program as discussed at the meeting of the Westn North Carolina Drug Club in Asheville n May 9.

The Pharmaceutical Program was disssed with members of the Johnston Coun- Drug Club in Smithfield on May 14.

A committee of pharmacists, Herman S. arbrey of Goldsboro, Paul Bissette, Jr. of Vilson, Charles Blanton, Jr. of Kings Iountain, Mrs. Jean Provo of Raleigh, obert Seaborn of Raleigh, and Robert N. Vatson of Jonesboro Heights met with the irector of Pharmacy Extension in Chapel ill on May 14 to plan a post-graduate ourse in Pharmacy Management. The roup met with Dean Brecht and Mr. Edard M. Smith in the morning and with Mr. ex Winslow of the Business Foundation during the afternoon. Intense enthusiasm developed toward the prospect of a valuable course of this type.

STUDENT BRANCHES OF THE N.C.P.A. AND A.PH.A.

The Awards Night Program was held on May 13. Dean Brecht spoke briefly on the factors of success and the challenge for new records in the career of every graduating student. He presided for the presentation of the following honors:

Pharmacy Faculty Award to the valedictorian—David Ramsey Davis, Jr. of Williamston.

Buxton Williams Hunter Medal for scholarship and campus citizenship—David Ramsey Davis, Jr. This Award was presented personally by the recipient's father, Mr. D. R. Davis who established this Award in 1937 as a memorial to his great uncle, a pharmacist of New Bern, N. C.

Lehn and Fink Gold Medal Award for outstanding achievement in pharmacy—Paul Augustus Stevenson of Elizabeth City.

Student Body Award to the outstanding student elected by a student committee—Ronald Lowery Austell of Shelby.

The Merck Awards in Pharmacy for outstanding achievement—Donald Kenneth Chapman of Winston-Salem and James Miller Prevo of Thomasville.

The Bristol Award in Pharmacy for outstanding achievement—William Norman Ponder of Hendersonville.

The Rexall Award in Pharmacy Administration—James Lewis Inabinet of Winston-Salem.

The Kappa Epsilon Award to the outstanding woman student—Christine Becky Manos of Fayetteville.

Pharmacy Senate Award for loyalty and service—Hugh Malory Hinton of Zebulon.

Key for the Out-Going Student Body President—Hugh Malory Hinton.

Graduation gifts of professional or personal usefulness were distributed to each of the graduating students from 7 pharmaceutical firms.

The program was concluded when President James L. Inabinet installed the new president, William Whitaker Moore of Mt. Pleasant.

(Concluded on page 252)

HOWELL HALL HAPPENINGS

RHO CHI

The May meeting was held at the home of Dr. and Mrs. Herman O. Thompson where the members and their families enjoyed a wiener roast and badminton, table tennis and horse shoe pitching.

The business meeting was held on May 15 for the election of new officers: President, John Michael Lazarus, Sanford; Vice-President, Carl Viggo Christensen, Raleigh; Secretary-Treasurer, Virgilia Carswell, Spring Lake; and Historian, Rosmarie Fussenegger, Chapel Hill.

PHI DELTA CHI

The Outstanding Senior Award was presented on Awards Night by Kenneth Lawing to Gene Raymond Dutton of Hickory.

KAPPA PSI

The following awards were presented by Regent Billy Allen at the Pharmacy Weekend Annual Banquet on April 19.

Out-going Regent and Brother Achievement Award, to Hugh Malory Hinton, Zebulon.

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.

Wholesale Druggists
Importers & Jobbers
Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years
insures our ability to serve you
satisfactorily

The Reginald Ferrell Athletic Award t
Johnny Warren Elkins, Fayetteville.

Best Pledge Award to James Paul Sheet
West Jefferson.

Pledge Scholastic Award to Charl
Farris Himes, Brevard.

At Awards Night the Courts-Copes Sof
ball Award was presented to the Kappi P
Fraternity for their possession for one yea
as winner of the annual softball game wit
Phi Delta Chi which was won by the sco
of 4-3.

PHARMACY SENATE

The following officers were elected
May 13: President Donald Deaton, Moore
ville; Secretary-Treasurer Emily Maune
Asheville; Recorder Marshall Dutton, Hic
ory; Reporter Joseph Miller, Hickory; a
Parliamentarian Glenn Alden King, Gree
boro.

HISTORICAL NOTE

By ALICE NOBLE, *Research Historian*

Dr. Alexander Gaston, of New Bern, w
a native of Ireland and a man of lette
He was also one of the most determin
patriots of the Revolutionary era. He w
likewise the father of William Gaston, not
Supreme Court Judge of this State, b
best remembered perhaps as the author
"The Old North State Forever"—our Sta
Song.

The following advertisement inserted
Dr. Gaston in the North Carolina Gazet
of May 22, 1778, furnishes interesting i
formation about the drugs favored by ph
sicians nearly two hundred years ago (t
spelling is that of the advertisement):

"I have just opened a large assortment
fresh imported medicines, among whi
there is a greater quantity of almost all t
following articles, than I could consume
my own practice in many years, therefo
would be glad to supply others, at the lo
est terms with whatever they may want,
Peruvian bark, camphire, sweet mercu
opium, rheubarb, jallap, Ipecacuanha, alo
myrrh, gummastick, magnesia, Spanish fli
Venice treacle, borax, saltpetre, volatile s
of hartshorn, do. of salamoniac, camom
flower, brimstone, and flowers of sulph
etc., etc."

Greensboro

Reported by CAROL STEELE

Mrs. J. T. Hart was installed as president the Greensboro Drug Auxiliary at the al meeting of the organization for the rrent year.

Other officers are: Mrs. Winfield Rose, e president; Mrs. C. U. Paoloni, secre- y; Mrs. J. V. Farrington, treasurer; s. J. A. Ranzenhofer, historian; and s. J. F. Pickard, chaplain.

Mrs. Mary Usher, Sunshine Chairman, re- rted she had sent twenty cards and four by gifts during the year.

The club voted to meet at Harrold's staurant in the Friendly Shopping Cen- , beginning in September. A special trip Chapel Hill in October has been planned the members, who will meet at the In- tute of Pharmacy.

In recognition of her tireless efforts and erest in behalf of the club, the retiring sident, Mrs. Edith Edmonds, was pre- ted a silver tray by the drug auxiliary.

Rowan

The Rowan Drug Auxiliary installed its w officers at the final meeting of the year, ich was held at the Salisbury country b. Mrs. George Albright, retiring presi- t, presided and installed the new officers. s. M. L. Joye presented the meditation, d Mrs. Robert Julian read the minutes d gave the treasurer's report. Mrs. Paul ller presented a revision to the auxiliary's stitution.

Mrs. Albright received an engraved sil- tray as a token of appreciation for her rk as president for the year. The follow- g new officers were installed: Mrs. Henry irley, president; Mrs. M. L. Joye, vice- sident; Mrs. Robert Milton, secretary- asurer; and Mrs. Billy Pittman, his- ian. Mrs. Albright will serve as advisor. Mrs. Fairley assumed the duties as presi- nt and named her committees for the ning year. The door prize was presented Mrs. Joye.



Pharmacy Wives "Graduate"

Mrs. E. J. McDonald was elected president of the Pharmacy Wives at their early May meeting, held at the Institute of Pharmacy. Also elected were Mrs. Sanford Price, vice-president; Mrs. P. L. George, secretary; Mrs. Henry B. Ridenhour, treasurer; Mrs. Edwin L. Hansen, hospitality chairman; Mrs. Robert L. Hood, refreshment chairman; Mrs. Raymond Coppedge and Mrs. Charles Stevens, publicity co-chairmen; and Mrs. George A. Morrison, historian.

"Graduation" exercises were held Su day, May 18th, at the Institute of Pha macy for wives of the School of Pharma seniors. Following an address by Cha cellor W. B. Aycock, diplomas were award to the "graduates." The girls were a "capped" as a part of the ceremony. A ception was held at the conclusion of t program.

Nine of the "graduates" are shown bel with Chancellor Aycock.



Mrs. Lee Carter, Garland; Mrs. John Bullock, Jr., Graham; Mrs. Charles Di Winston-Salem; Mrs. D. D. Winstead, Jr., Elm City, president of Pharmacy Wives; Cl cellor William B. Aycock; Mrs. William Ponder, Hendersonville; Mrs. Paul A. Steven Elizabeth City; Mrs. Ivey L. Heath, Jr., Cove City; Mrs. James Oldham, Wilming Mrs. James S. O'Daniel, Jr., Hickory.

Births

Elizabeth Sue Hauss

A very clever announcement brought news the birth of Elizabeth Sue to Mr. and rs. Harry Hauss of China Grove. Born ay 9, 1958, and weighing 7 lbs. 15 ozs., izabeth is the second child in the family.

Daniel Blough Martin

Friends of Mr. and Mrs. John Martin of dianapolis, Indiana, are receiving anuncements of the birth of Daniel Blough May 23. The Martins were residents of apel Hill while Mr. Martin was working ward his Ph.D. degree at the UNC School Pharmacy. Mrs. Martin was associated th the NCPA office. Daniel is the fourth ild in the family, having three big sisters. r. Martin is on the staff of the School of armacy at Purdue University.

Nancy Shaw Wolfe

Mr. and Mrs. James Wolfe of Charte are announcing the birth of Nancy aw, May 18, at Charlotte. Mr. Wolfe is sociated with Scott Drug Company.

James Forrest Perry

Mr. and Mrs. Calvin Perry of Apex are nouncing the birth of their second child, mes Forrest, who was born May 9th, ighing 7 lb. 5 oz. Mrs. Perry, the former argaret Booth, operates the Apex Pharcy.

Deaths

AROS COKE CECIL

A. Coke Cecil, 61, High Point pharmacist, s killed instantly on June 1 in an autobile accident near Heflin, Alabama. He d been in Hot Springs, Arkansas, for o weeks and was returning to High Point en the accident occurred.

A graduate of the School of Pharmacy, UNC, Class of 1919 and a former (1932-'33) president of the NCPA, Mr. Cecil worked for Vick Chemical Company prior to establishing a chain of drug stores in High Point. Since disposing of the stores in 1945, he had been owner and operator of Cecil's Office Equipment Company in High Point.

Active in local business and civic affairs, Mr. Cecil was a past master of the Numa F. Reid Masonic Lodge, a member of his school board for 20 years and a director of the Piedmont Building and Loan Association.

A hobby (magic) took him to all sections of the country, where he entertained thousands of school children. He held membership in the International Brotherhood of Magicians.

He leaves his wife; a daughter, Mrs. Woody Brinson of High Point, and a granddaughter.





Mr. Howard A. Prentice
Executive Vice President
and Treasurer
The Proprietary Association
810 Eighteenth Street, N.W.
Washington 6, D. C.

Dear Mr. Prentice:

In answer to your request of June 2 I am pleased to have this opportunity of giving my opinion about the action of the American Pharmaceutical Association House of Delegates in terminating representation of the Proprietary Association.

Your list of the good works by the Proprietary Association and its members came as no surprise to me. However, these good works are no justification for any bad action. It is like a man bringing gifts to a family and then seducing the daughter. It isn't tolerable.

The aggressive action of the Proprietary Association to legalize the sale of "non-legend" proprietary drugs in all retail outlets, including filling stations, is more than outright warfare on the pharmaceutical profession. Overlooking the increased inventory of products in non-pharmaceutical retail stores, I would like to know to what extent the legitimate use of these products is increased by wider distribution. Balanced against this gain, it would be desirable to know the effect of wider distribution on the health and welfare of the general public and also the effect on the prestige and reputation of the products.

It seems to me that American Pharmacy and the Proprietary Industry have advanced together with a mutual sharing of responsibilities and gains.

Prestige is a subtle thing. Prestige h to be earned and it should not be considere lightly. Your members will find it a gre mistake to sell it easily and destroy i source.

There is a similiar situation in respect the resolution under discussion; it mere terminates the representation of the Pr prietary Association. Nevertheless, th action represents a strong moral disci nary reprimand. (I was surprised that yo delegate was not present for the debate

I voted in favor of the resolution. have never participated in a more heat discussion directed unanimously and wit out dissent for the resolution. There w never a stronger use of language which w justified in my mind when a facsimile co of a letter was read from a member firm the Proprietary Association to a groce store in Iowa. This letter advised and co doned the illegal sale of drug products wi a complete guarantee for all costs of litig tion and full payment of punitive damag if any. Does the Proprietary Associati sanction illegal practices, and does it f to police its members who do?

The condoning of illegal actions is i sufferable, and I believe that a supporti attack through legislative channels, for e ample in New York, is intolerable.

We have a serious and fundamental pro lem. It is high time for a conference to solve this problem before it gets worse.

Sincerely,

/s/ E. A. Brecht
Dean, School of Pharma
Univ. of North Carolina

COMING SOON

THE O, M & B
SUMMER SANTA SHOW

THE FINEST CHRISTMAS MERCHANDISING EVENT IN THE SOUTH

JOHN MARSHALL HOTEL
JULY 27 - 28 - 29

MARK THESE DATES ON YOUR CALENDAR
AND PLAN TO ATTEND

WATCH FOR FURTHER ANNOUNCEMENTS

OWENS, MINOR & BODEKER, INC.
1000 E. CARY STREET
RICHMOND, VIRGINIA

To: All Our Customers

KING'S GIFT SHOWROOM OPENING

August 4 thru September 14, 1958

Once again, it's about "curtain time" and King gets top billing with the largest and most complete showroom in the southeast.

All new, air conditioned with over 4,000 square feet of space loaded with "Gifts Galore" for everyone.

We feature only top quality "name brands" line of merchandise.

Our display is all on one floor with no crowding, no climbing of stairs or shuttling from room to room to purchase individual lines.

Free parking for all.

Open daily from 8:30 A.M. to 5:30 P.M. through Friday and at night and on weekends by appointment.

At King you have a one stop buying center for drug store gift merchandise. Plan now to attend the "show of shows" at King, your service wholesaler.

We hope you will visit us real soon!

The W. H. King Drug Company

"The House of Friendly and Dependable Service"

Raleigh, North Carolina

C29

The Carolina JOURNAL OF PHARMACY

Volume XXXIX JULY, 1958 Number 7

L. R. R. C.
Carolina Room




Recent medical studies have added much to the general fund of knowledge on prenatal nutrition...studies concerning preferred mineral forms, increased need for specific vitamins, and the various factors which control their absorption.
Applauding these modern concepts of nutrition, physicians everywhere have discovered that
COMPREN
(Prenatal Dietary Supplements, Lilly)
HELPS MEET THE NUTRITIONAL CHALLENGE OF PREGNANCY
• Phosphorus-free
• 250 mg. of available calcium in each pulvule
• Intrinsic factor for optimal absorption of vitamin B_{12}
• Vitamin B_6 to meet the increased demand
• Folic acid, iron, and other essential vitamin factors
• Preferred three-a-day dosage
Feature 'Compren' in your vitamin section.
Pulvules No. 25, in bottles of 100, 500, and 1,000.
ELI LILLY AND COMPANY • INDIANAPOLIS 6, INDIANA, U.S.A.
Lilly
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QUALITY / RESEARCH / INTEGRITY

hot weather speeds turnover

CALADRYL®

Calamine and Benadryl® Hydrochloride Lotion and Cream

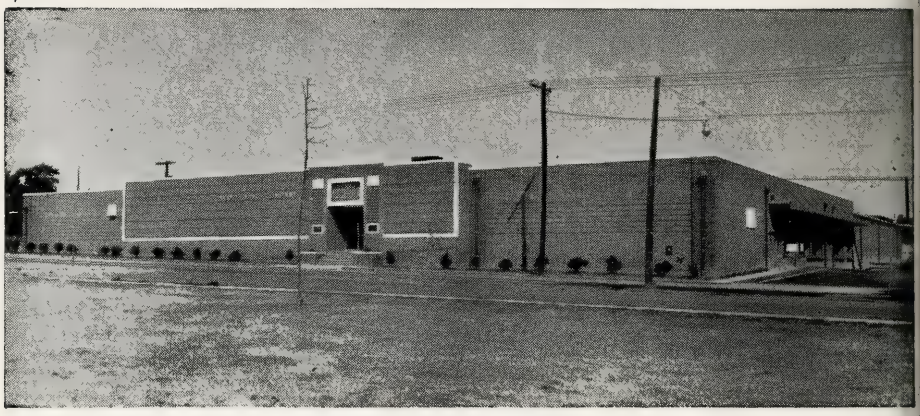
All summer long customers plagued by skin irritations associated with mild sunburn, insect bites, or prickly heat ask for CALADRYL. It brings prompt relief...is pleasant to use...will wash off, but not rub off. Prescription sales increase, too.

For peak profits, stock and display *both* CALADRYL Lotion in 6-ounce bottles, and CALADRYL Cream in 1½-ounce tubes.



PARKE, DAVIS & COMPANY · DETROIT 32, MICHIGAN

The House of Friendly Service



2923 South Tryon Street
Charlotte, N. C.

Scott Drug Company

Service Wholesalers Since 1891

The Best Taste In Gifts



Nunnally's

THE CANDY OF THE SOUTH



Box Bountiful
$2.00 Lb.

North Carolina Representative:

R. L. Blanton, P. O. Box 84, Charlotte

A Price Tag on Human Life

By H. T. CAMPBELL, Campbell's Drug Store,
Maiden, N. C.

You might say, at last, the Government has put a price tag on the value of Human Life. The fact that they have seen fit to call the world's greatest manufacturers of life saving serums, vaccines and antibiotics before an investigating committee to defend their integrity, because some person or persons thought they were making too much profit in the manufacturing of Polio Vaccine, is certainly some sort of a precedent.

After seeing the wanton waste and extravagance evident in so many other Government operations, this act by this so called committee, is to me the most absurd, shameful and disgusting procedure that has ever come to my attention since some of the atrocities uncovered during the last world war. It seems to me that our way of life is coming closer to socialism whether it be in medicine or most any other endeavor.

And now to cap the stack, I have been reliably informed that a North Carolina legislator is or has been one of the leading figures in these proceedings against Eli Lilly & Company, Parke Davis and Company and the other manufacturers of this life saving vaccine.

To my way of thinking these defendents are nothing short of modern day martyrs, for they were asked by our Government to speed up production for obvious reasons, and in so doing had to take highly trained personnel from more lucrative jobs, but even this was not added to the cost of production; instead there were several price reductions just as soon as procedure and volume had been achieved.

I feel that as an individual and a member of the N.C.P.A. we should combine forces with local, state and national agencies of the Medical and Dental professions and furnish every possible aid to these defendents.

Reaco

Reabela Tablets
$8.00 per 1000 $12.00 doz. 100s
Reaco B-Complex with C Tablets
$20.00 Doz. 100s
Reaco A & D Capsules $10.00 Doz. 100s
A. E. P. Tablets $24.00 Doz. 100s
Pyridoxine HCl (B6) 10 mg. Tablets
$2.25 per 100
Pyridoxine HCl (B6) 25 mg. Tablets
$4.50 per 100
Pyridoxine HCl (B6) 50 mg. Tablets
$7.50 per 100
Reavita Capsules $34.80 Doz. 100s
$28.00 per 1000
Neo-Reavita $36.00 Doz. 100s
Reacaps $25.80 Doz. 100s
Rea-Secal $15.00 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated

REACO PRODUCTS
P. O. Box 247
WEST DURHAM, NORTH CAROLINA

Pharmacists Licensed by Board

Twenty-two persons received their license to practice pharmacy in North Carolina as a result of the Board of Pharmacy examinations held in Chapel Hill, June 17-19:

Harvey Ackerman, Charlotte; James Cener Bolton, III, Rich Square; Henry Patterson Brown, Winston-Salem; Robert Dean Butler, Morganton; Donald Kermit Carter, Dallas; and Lewis Harold Carter, Kelford.

Donald Kenneth Chapman, Winston-Salem; Mrs. Ellyn Gardner Courts, Gibson; David Ramsey Davis, Jr., Williamston; Gene Raymond Dutton, Hickory; Dallas Mason Evans, Greenville; and Ollie Cecil Harrell, Colerain.

William Oly Lombard, Concord; Daniel Franklin McCormick, Tabor City; Shirley May Mikeal, Lenoir; James Ray Oakley, Ahoskie; James Sidney O'Daniel, Hickory; and Robert Karl Rauch, New Canaan, Conn.

Stephen Burgin Roberts, Marshall; Walter Keetch Saunders, Jr., Thomasville; Alton Tranis Smith, Sanford; and Joe Ephriam Smith, Connelly Springs.

PASS THEORETICAL

These persons, lacking all or part of the required 12-month practical experience, passed the theoretical part of the examination:

Ronald Lowery Austell, Shelby; William Norman Ponder, Hendersonville; Donald Ray Leatherwood, Hickory; Paul Morgan Walker, Morganton; Druie Daniel Winstead, Rocky Mount; Marion Boger McCurdy, Greensboro; and Paul Augustus Stevenson, Elizabeth City.

John Chester Bullock, Graham; Aubrey Ellis Hollowell, Raleigh; George Edward Crevar, Chapel Hill; Charles Thomas Dixon, Winston-Salem; Joseph Philip Goforth, Thomasville; Roy James Martin, Hickory Grove, S. C.; and Cecil Levern Branan, High Point.

James Lewis Inabinet, Winston-Salem; Christine Becky Manos, Fayetteville; Russell Alton Bostic, Pink Hill; William Luther Marsh, Marshville; Robert Edward Fleming, Jr., Rocky Mount; James Gene Butler, Statesville; and Edith Ann Caviness, Lillington.

Malory Hugh Hinton, Raleigh; Loretta Johnson Carraway, Wilmington; Gladys Elizabeth Joyce, Mayodan; Fred Tucker Fayed, Roanoke Rapids; Bernie Joe Nance, Concord; Ray Gordon Hagwood, Raleigh; Seth George Miller, Chapel Hill; James M. Prevo, High Point; and Ivey Leinster Heath, Jr., Greensboro.

Make Off with $1,000

Moving past the police station, thieves entered and carted away a safe containing $1,000 in cash and checks from the Rogers Drug Store, Pembroke. The indications were that a car trailer was used to haul the safe away.

NOW IS THE TIME-
IT'S HERE!
GEER'S HOLIDAY GIFT SHOW
SUNDAY - MONDAY - TUESDAY
AUGUST 3-4-5, 1958
SPARTANBURG MEMORIAL AUDITORIUM

Index of Plants of North Carolina with Reputed Medicinal Uses

Marion Lee Jacobs, Ph.D., formerly Dean and Professor of Pharmaceutical Chemistry, University of North Carolina and Henry M. Burlage, Ph.D., formerly Professor of Pharmacy, University of North Carolina and Dean and Professor of Pharmacy and Pharmaceutical Chemistry, University of Texas. 322, i-xii pages. Price $7.50 postpaid. Order from Henry M. Burlage, 702 E. 43rd St., Austin 5, Texas.

North Carolina has been and still is one of the most important crude drug producing areas in the world. This position is, no doubt, due to its geographic location and its diversified climate and topography. The latter includes the low coastal plains and savannahs, the piedmont, and a portion of the mountainous region of the Atlantic Coast states.

An introductory chapter deals with a brief history of the drug industry of the state. Almost fifteen hundred plants are listed according to families, all of which are reputed to have been used as medicines. Many of these plants are reported to have been used by various Indian tribes of the Southeastern United States as therapeutic agents. Many such uses have been included under the general heading of action and uses.

A monograph of each plant includes the botanical name, its status with regards to the official standards, i.e., the Pharmacopoeia of the United States of America and the National Formulary. Synonyms for each plant, habitats, medicinal uses including the parts and preparations employed are also included. Whenever reported in the literature, chemical constituents are indicated.

The information included in this work has been obtained from more than ninety different literary sources including herbals, manuals, etc., ranging in the dates of publication from the early years of the nineteenth century to recent periods.

Indexes of plant families, botanical nomenclature, common and generic names, constituents reported, therapeutic and other uses serve as valuable aids in locating the information. Chronological, numerical, and alphabetical author indexes of the references are included.

CAPUDINE

is the Liquid Headache and Neuralgia Relief that has always been promoted for sale only through *Druggists*.

For over 50 Years Capudine advertisements have directed the consumers to "Get Capudine from your *Druggist*."

"A Good Product Consistently Advertised"

CAPUDINE CHEMICAL COMPANY
Raleigh, North Carolina

TWIN-SERV

THE SENSATIONAL SODA FOUNTAIN

WITH

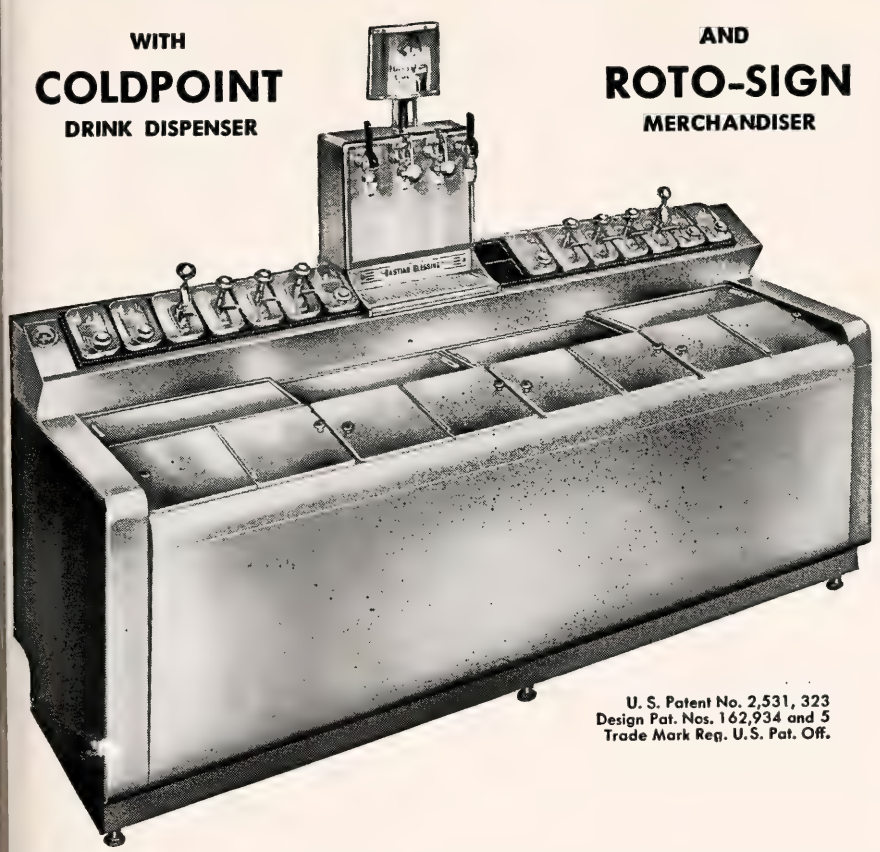
COLDPOINT

DRINK DISPENSER

AND

ROTO-SIGN

MERCHANDISER



U. S. Patent No. 2,531, 323
Design Pat. Nos. 162,934 and 5
Trade Mark Reg. U.S. Pat. Off.

Now the dual efficiency and clean beauty of the exclusive TWIN-SERV, pace-maker of the industry, are combined with the large volume beverage-serving perfection of COLDPOINT and the sales stimulating effect of colorful ROTO-SIGN. Put this winning combination to work for you. Made exclusively by Bastian-Blessing, world's largest manufacturer of food fountain equipment. See this fountain yourself, or write us for catalog.

GRANT E. KEY, INC.

Manufacturers — Distributors

LYNCHBURG VIRGINIA

The Carolina JOURNAL OF PHARMACY

July, 1958

VOL. XXXIX No. 7

★

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Spotlight the Positive

The recent dip in general business conditions has come to a halt, so say most of the country's standard indicators. While certain areas are still feeling the effects of the recession, over-all business volume is in most cases at peak levels, due primarily to an ever-increasing number of prescriptions being written and filled by the state's nine hundred plus pharmacies.

Here is an "action program" that, although developed and in use by the nation's department stores, is just as applicable to retail pharmacy. Let's see how well we stack up against this "fight the recession" formula:

1. Demonstrate your confidence by going ahead with your plans for capital expansion and modernization.

2. Install this same confidence in your customers by letting them know of your optimism and what you are doing to support it.

3. Spotlight the positive elements in the economy of your community by working with public opinion moulders—newspapers, radio, TV, civic groups, etc.

4. Maintain retail inventories at practical levels; make it possible for the consumer to buy now what she wants and needs.

5. Spend more time and effort in training your sales personnel to do a better job of selling and serving the consumer.

6. Maintain your advertising expenditures at least at current levels. Make sure that every dollar invested is spent most productively to move merchandise.

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill North Carolina under the Act of March 3, 1879.

hold it!



MR. CUSTOMER!!

The Grand Opening of North Carolina's newest, most up-to-date Holiday Christmas Showroom will be September 14th, 15th, 16th (The sensible time to buy Christmas merchandise), at the New Home of Justice Drug Company, **1201 Valley Park Drive,** Greensboro, N. C. (60,400 square feet of service for you.)

Hours—1:00 P.M.-9:00 P.M.—Sunday, September 14th
9:00 A.M.-5:00 P.M.—Monday, September 15th
9:00 A.M.-5:00 P.M.—Tuesday, September 16th

2400 SQUARE FEET OF CHRISTMAS TOYS, DECORATIONS AND HOLIDAY MERCHANDISE AVAILABLE FOR YOUR SELECTION. APPROXIMATELY TWENTY-FIVE MANUFACTURERS' REPRESENTATIVES WILL BE ON HAND TO SERVE YOU.

Air-Conditioned! One-Stop-Shop! Ample Parking Facilities!
Door Prizes Daily!

Dinner Buffet Sunday Evening.

Luncheon Buffet Monday and Tuesday.

G. D. Andrews, R. C. Shearin, and E. B. Williams will be looking for you.

Let Your Justice Representative Know Which Day To Expect You.



JUSTICE DRUG COMPANY

Greensboro, N. C.

Celebrating our 60th year of service to retail druggists of North Carolina

Damage Suit Dismissed

A $6,000 damage suit brought by Adrian E. Witherspoon against H. C. Lutz, owner of Lutz's Drug Store, Hickory, was dismissed in court recently.

The suit involved alleged injury to one of Witherspoon's fingers. He said he stumbled over a magazine rack as he prepared to leave the store, threw up his hand to prevent his falling to the floor and in so doing caught his left hand in the swinging door.

At the same time, an employee of the store entered the door on the other side. Witherspoon said his finger became caught between the two doors and the tip was cut off.

Rexall Show

Rexall's Christmas Show was opened to member stores in Charlotte the latter part of June. Included in the showing, which was supervised by James T. Fleming, Rexall district sales manager, was toys, cosmetics, gift appliances, cards and candy.

New Pharmacy

Frank Watkins will open a new pharmacy in Belmont about August 1. The new store will be located just above the Belmont Building and Loan office.

Safe Is Stolen

In a late June break-in, thieves made off with a heavy safe belonging to Evans Pharmacy, High Point.

The safe, later recovered in a remote section of Randolph County, contained the drug store's records for the past two years, its accounts receivables and some cash. The narcotic supply was stored elsewhere in the pharmacy.

When found, the safe's metal side has been sliced open and peeled back to expose a concrete lining, which had been smashed. Recovered was a handful of papers. Most of the pharmacy's valuable records were missing.

New Hickory Pharmacy

The new Smith's Drugs of Hickory, 242 Union Square, was opened recently.

A self-service store, the new pharmacy will be managed by Lucius Cooke of Rock Hill, South Carolina, who has been with Smith's Drugs of Rock Hill since 1952. He is a graduate of the School of Pharmacy USC.

Portrait Presented

A portrait of Thomas J. Ham, Jr., of Yanceyville, founder of the North Carolina Mutual Wholesale Drug Company, 819 Angier Avenue, Durham, was recently presented to the company by the firm's board of directors.

A presentation address was made by James R. Casteel, vice-president of the company. The portrait was unveiled by Tommy Ham of Reidsville, grandson of Mr. Ham and accepted by D. L. Boone, Jr., treasurer and manager of Mutual Wholesale.

No Meeting in August

There will be no meeting of the State Board of Pharmacy in August. Next scheduled meeting is set for September 16 in Chapel Hill. Persons having business to transact with the Board should address H. C. McAllister, Secretary, N. C. Board of Pharmacy, Chapel Hill, N. C.

Recuperating from Operation

James R. Casteel, owner-manager of the Durham Drug Company, is recovering at his home in Durham from a major surgical operation performed at Watts Hospital on June 9.

Cover Page

As did many other fellow citizens, Mr. and Mrs. Owen C. Trogdon helped to celebrate the Sesquicentennial anniversary of Greensboro, Owen joining the "brothers of the brush" and Zoe wearing the typical costume for 1808. Owen is salesman for Justice Drug Company.—Photograph by Flynt Studios, 228 W. Market Street, Greensboro.

Election

McFalls, NCPA President-Elect

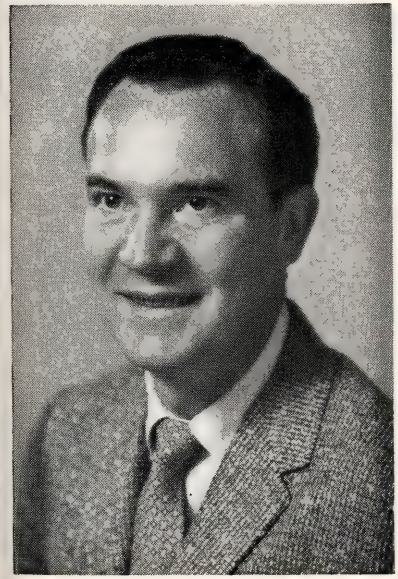
As a result of the 30-day mail ballot lection, Sam W. McFalls of Greensboro ill be installed as president of the N. C. harmaceutical Association at the next an- ual (Asheville, April 19-21) meeting of the rganization.

Other officers elected: Edwin R. Fuller f Salisbury, first vice-president; Robert B. all of Mocksville, second vice-president; ohn T. Stevenson of Elizabeth City, third ice-president.

Mr. McFalls will succeed NCPA Presi- ent W. Dorsey Welch, Jr., of Washington, ho was named a member of the NCPA xecutive Committee for a 3-year term.

N. O. McDowell, Jr., of Scotland Neck as chosen for recommendation to the overnment as a member of the State Board f Pharmacy for a 5-year term.

Four directors of the N. C. Pharmaceuti- l Research Foundation were elected: C. D. lanton of Kings Mountain, C. T. Council f Durham, J. C. Jackson of Lumberton, nd Roger A. McDuffie of Greensboro.



SAM W. MCFALLS

President-elect McFalls, a native of Newton, attended Wofford College, Lenior-Rhyne and graduate from the UNC School of Pharmacy in 1940. He is owner-manager of McFalls Sunset Drug Company in Greensboro and has served successively as third, second and currently as first vice-president of the NCPA.

The mail ballots were tabulated and the results announced by a board of tellers consisting of Joe P. Tunstall of Washington, Albert W. Jowdy, Jr., of New Bern and W. C. Hollowell of Greenville.

OMB to Establish House in Wilson

Plans for a new full line service wholesale drug house in North Carolina have been announced by G. Gilmer Minor, Jr., President of Owens, Minor & Bodeker, Inc. The new operation will be located in Wilson.

The firm has been serving the druggists of North Carolina since 1890 from Richmond. "However, with the stepped-up tempo of present day drug retailing," Minor stated, "we believe that the druggists of North Carolina need faster and better service than we are now giving them. This is our answer."

The new building, which will house Owens, Minor & Bodeker, Inc., of North Carolina, is to be a one story structure and will provide more than 35,000 square feet of warehouse space. It will be erected on a four and a half acre plot of ground on Herring Avenue which will provide ample parking space and room for expansion. When completed, the new unit will contain the latest and most modern equipment for efficient drug and sundry distribution, including speed-conveyor order gathering systems and IBM electronic billing.

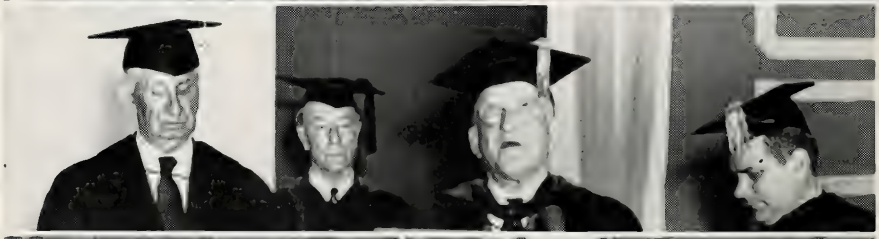
The proposed building is now in the planning stage. Construction is expected to get under way within the next thirty days, and, according to Minor, the plans call for full operation by January, 1959.

The company, organized in 1882 as Owens & Minor Drug Co. Ltd., changed its name in 1955 to Owens, Minor & Bodeker, Inc. when it purchased the Bodeker Drug Company of Richmond.











Carolina Camera

Top left: Mrs. Marion B. Melvin of Raleigh is shown with her Kerry Blue terrier, Kilgarvin's Dingle Boy, which won best-in-show and best in the novice obedience trials at the Chapel Hill Dog Show. The show was sponsored by the Chapel Hill Exchange Club.

Top right: Mortar & Pestle door built by Pharmacist George W. Turner and installed by him at the entrance of Turner's Drug Store, Wilmington, prescription department. Door has attracted considerable attention and comment by patrons of the store.

Door was cut from ¾" plywood. The body is in white; the three stripes and pestle knob are in gold and the Rx is in dark blue. Door is hung on two pairs of double action swinging hinges.

Center: Congressman Carl T. Durham (left) is shown as he received the honorary degree "Doctor of Laws" at the commencement exercises, University of North Carolina, on June 2. Others in the picture are Dr. Ernest L. Mackie, Dean of Student Awards, M. T. Van Hecke, Professor of Law, and UNC Chancellor William B. Aycock.

Bottom: Messrs. J. M., John M. and Joe Pinnix of Kernersville admire the Golden Bottle Trophy presented them by Owens-Illinois for having filled their one millionth prescription.

News Notes from Justice Drug

Mr. P. A. Hayes, Chairman of the Board, and Mrs. Hayes were guests at The Homestead, Hot Springs, Virginia, where they attended the Middle Atlantic Drug Club meeting in June.

W. P. Brewer, Executive Vice-President-Sales, Mrs. Brewer and three young sons vacationed in June at the Forrester Cottage, Crescent Beach, S. C.

E. B. Williams, manager of the Sundry Department, is back on the job after being confined to Wesley Long Hospital the latter part of May and recuperating at home a couple of weeks in June.

G. D. Andrews, Jr., Sundry Buyer, Mrs. Andrews and young son and daughter vacationed at Crescent Beach, S. C., the middle of June.

D. L. Dierks and R. G. Wells, telephone sales department, were guests at the Eli Lilly and Company, Indianapolis, plant in May.

In New Positions

Renus Rich has moved from Marion (Tainter's) to Brevard, where he is employed by the S. M. Macfie Drug Company.

Ollie Harrell, an employee of the Economy Pharmacy of Winston-Salem for the past year, transfers downtown to the O'Hanlon Drug Store.

The Bear Trail Drug Store of Newland has surrendered its pharmacy permit. The pharmacist, Leslie B. Julian, has accepted a position in Tryon with Owen's Pharmacy.

SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists

We Appreciate Your Business

Recommend "BC" with Confidence...



America's Fastest-Selling Headache Powder

. . . And As A Tablet—

A Nation-wide Success Selling Faster Each Day

REPEAT SALES ASSURED!

"BC" is the product of a well-established firm that has continually manufactured "BC" . . . and nothing else . . . for almost a half century.

As you will recognize on the label, "BC" contains a number of well-known ingredients widely recommended for the relief of pain. These ingredients are compounded and "BC" is produced under the finest pharmaceutical-type conditions in a modern plant.

You can recommend "BC" with confidence. The gentle but effective relief of "BC" will bring you repeat sales.

BC

OVER 89 MILLION PACKAGES A YEAR

backed by hard-hitting local and national advertising

B. C. REMEDY CO.

DURHAM, NORTH CAROLINA

Some Suggestions for Improving Public & Professional Relations

By PHIL LINK, Reidsville

We hear a great deal nowadays about "togetherness," and I think it is a wonderful thing to encourage families to spend more time together doing things as a family unit. Perhaps it would be wise if we pharmacists thought constructively about "togetherness" in terms of public relations. As stated in a recent issue of THE CAROLINA JOURNAL OF PHARMACY, North Carolina tops all states in the number of prescriptions per outlet. This should be an incentive for our pharmacists to try to build even better public relations and adopt a sound policy of pharmacist relations within their own ranks.

Intra-professional back-biting has always been harmful regardless of the profession; just as a pharmacist who violates another store's N.A.R.D. price on a copy of a prescription is destroying customer confidence in all pharmacists. These tactics tear down the good will that thinking pharmacists are trying to build faster than professional pharmacy ads can be printed.

My interpretation of cooperation between pharmacies means, for one thing, upholding N.A.R.D. prices on copies. Another way to cooperate with your competitor is to never join in with a customer in condemning a competitor's price. Here is a specific example of the way we try to handle this type of situation. Recently we filled a prescription for 30 Dexamyl Spansules No. 1 and priced it according to our regular pricing schedule. The customer remarked that the last time she had a prescription filled for them she had purchased them at a competitor's pharmacy and had paid more. With a sly wink she smilingly said she wondered why. We told her that the doctor had probably prescribed the stronger capsules the other time. She remembered that she had told the doctor that the other capsules were too strong for her and requested weaker ones. She left our pharmacy a satisfied customer, with her faith in pharmacists, at least relatively intact. Had we joined in with her when she questioned our competitor's price and told her that we couldn't speak for his prices, but "we treated our customers right" we would have accentuated the existing doubt she had in the other pharmacy. The long range end-result would have been to create a general distrust in the profession of pharmacy.

Oddly the same pharmacists who will knock their competitors will "cooperate" with them, on the surface, by supplying prescription items to them at cost or ten per cent over cost. This policy is referred to in such vague terms as "cooperation," "courtesy," etc. Let's analyze this practice and see just how well-founded, economically, it is. In a town with a half-dozen drug stores, all of them "cooperating" by selling to each other at either cost or ten percent there is always at least one "free-loader." This store will happily let his competitor pre-stock the new prescription products then send out to him and buy what he needs at about cost. There is but one word in the English langauge to properly describe the pharmacist who let's his competitor take advantage of him in this fashion and that word is "sucker," Our own policy has been for a number of years to sell to our competitors at the accepted 33⅓% on retail. To take a hypothetical case let us say that we pre-stocked a new pharmaceutical that wholesaled at $3.00 and listed at $5.00. If our competitor caught a prescription on it and sent out to us to buy it we would charge him $4.50. He would undoubtedly sell it on prescription at $5.00. He would, of course, have merely made enough at this price to cover operating expenses, but he would have been able to supply a new product on demand, and he would have kept the customer's business for future refills, if any. In short, I believe that the pharmacist who pre-stocks a new item is entitled to a profit on his investment, particularly since he did anticipatory buying. If all of the stores in town adopted this plan the only one who would

(Continued on page 273)

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PUBLIC-PROFESSIONAL RELATIONS

(Continued from page 271)

be penalized would be our "free-loader" who neither pre-stocked nor kept up his regular stock. The other stores, by either buying or selling, as the case may be, will equalize in a twelve month period. This plan will work even if all the stores in town do not put it into effect, because it will take Mr. Free-loader off your neck, and let him use another pharmacist's time and money. This plan has worked very successfully with us and we feel completely justified in our actions.

We make every effort to keep our pharmacy on a high ethical level, and we often hear, particularly from out-of-towners, the remark that our pharmacy is "so bright and neat and clean." We consider keeping up the appearance of our store, so that it will favorably impress the public, as good public relations. (Let me digress briefly here, and add that my conception of an "ethical pharmacy" is one that does not have a soda fountain and does not carry the so-called "unrelated" items, but may certainly carry a line of boxed chocolates and the other related items that have been considered drug store products over the years.)

Speaking of improved public relations—we should all remember that the public would have a great deal more respect for pharmacy and the men and women in it if the pharmacy laws were upheld more strictly. With annoying frequency we have someone from out of town stop in and attempt to buy a drug over the counter that is restricted to prescription by federal law. Quite often it is one of the antihistamines, but if it bears the prescription legend we simply take the original container out front and show the customer that it is restricted to prescription by federal law. One of the stock answers given at this point is that their pharmacist "knows them," and he lets them have the drug without a prescription. We then explain further that the law is a federal law, and not a state law, and that it applies to all customers. We tell them that we are in the business of selling and dispensing medicines and we like to sell all that we can, but we are bound by both ethics and law to keep our sales on a legitimate basis. We have had customers' tempers flare up when we refused to sell them a restricted drug that they had been buying elsewhere without a prescription, but after we showed them the labeling and explained that the law was passed for the protection of the public health they often calmed down. In most instances they eventually see the pharmacist in a bad light who violated the law and sold them what they wanted, while they have an increased respect for the pharmacist who was ethical enough to put the pharmacy laws above his pocketbook.

You will remember that I referred, in my earlier comments, to our pre-stocking new items. This calls to mind that in a piece I wrote a couple of years ago my thinking on the problem of pre-stocking was completely different. I won't apologize for changing my thinking on this matter, because I feel that if you don't modify your operations to keep up with the times you will be left behind. The elimination of our soda fountain, some time ago, took a big chunk out of our fixture inventory; then we decided to discontinue carrying an "agency line" of sundries, remedies, etc. (With the powerful job television is doing of pre-selling the customer a so-called "push line" becomes less and less valuable to the busy pharmacist.)

The elimination of the soda fountain and the agency line gave us considerably more working capital to invest in pre-stocking prescription items plus an increased general inventory of nationally advertised products. We have found that since we pre-stock practically all of the new prescription items on active detail our whole operation runs more smoothly. In short, our business has grown in direct ratio to our increased emphasis on operating an ethical pharmacy.

Postmaster Reaves

Fayetteville's latest postal contract station is located in Reaves Eutaw Shopping Center Drug Store, with Pharmacist L. E. Reaves, as postmaster.

The new station will offer all postal services with the exception of general delivery.

For seventy-three years

- - - - since 1885

SEEMAN
OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-ninth volume, and the first printed copy was "Seeman Printed."



The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

Limitation on Narcotic Sales

The Bureau of Narcotics says this order relating to limitation on sales of narcotics is still in effect. The Bureau specifically requests that all manufacturers and wholesalers:

1. Refrain from purchasing and stocking narcotic items beyond normal current needs. This applies to all types of narcotic drugs and preparations, including exempts.

2. Limit sales to retailers, hospitals, practitioners, etc., to current medical requirements in all cases. This also applies to all types of narcotic drugs and preparations, including exempts.

3. Make no sale of morphine or codeine exceeding:

(a) 1 ounce in cubes or powder or 500 grains in tablets, to a physician, dentist, or other practitioner;

(b) 2 ounces in cubes or powder or 1000 grains in tablets, to a retail dealer.

These relate only to sales to practitioners and retailers respectively, and only to the drugs morphine and codeine and their several salts whether in cubes, powders, tablets, etc., but do not include preparations or compounds of morphine or codeine with other active medicinal ingredients.

4. Make no sale of morphine or codeine or both, exceeding 10 ounces or 10,000 tablets, to a single hospital, clinic, or sanitarium. This applies to all sales of morphine or codeine and their several salts, as described under 3 above, to any single hospital, clinic or sanitarium, whether a government or private institution. It does not apply to sales to central governmental purchasing agencies which purchase and stock drugs in central depots for issue to a number of institutions.



TAR HEEL DIGEST

Willard Ward, a recent graduate of the School of Pharmacy, University of North Carolina, has accepted a position with the Wallace Drug Company, Wallace. Mr. Ward is a native of Whiteville.

* * *

Wallace Johnson, who has been associated with Turnmyre's Drug Store, Mount Airy, has purchased the store from A. P. Turnmyre. Mr. Johnson is a graduate of Auburn University, Class of 1950.

Mr. Turnmyre, who has been in the drug business in Mount Airy since 1922, will assist Mr. Johnson on a part-time basis.

* * *

Ralph T. Holmes, secretary-treasurer of the Holmes Drug Company, Statesville, is the possessor of a plaque presented to him by Lederle Laboratories in recognition of the store's millionth prescription, which was filled recently. The store has been in operation for 26 years .

* * *

Joseph Phillip Thorne has accepted a position as pharmacist with the Roanoke Pharmacy of Roanoke Rapids. A graduate of the Medical College of Virginia, Mr. Thorne was formerly employed by Leath's Drug Store, Emporia.

* * *

Formal grand opening of the New River Pharmacy, Jacksonville, the largest drug store in North Carolina, was held on July 24-26. Albert P. Rachide is the owner.

George W. Waters, formerly of Goldsboro, but now a resident of Lakeland, Florida, is spending the summer months in Morehead City. His address: 3107 Sunset Drive.

* * *

Charles William Wood, an employee of the Sampson Drug Company of Winston-Salem for the past five years, died June 20 following a heart attack.

* * *

The new field manager of Eli Lilly and Company in the Raleigh area is George L. Coaker, formerly with Lilly in the Cleveland, Ohio territory.

* * *

Personnel changes in Wilmington: M. E. Merritt leaves Saunders Market Street store for the Cape Fear Pharmacy and is in turn replaced by W. R. Roycroft. Ernest Carraway will divide his working schedule between the Cape Fear Pharmacy and the newly established Peoples Drug Store, of which J. C. Edwards is the pharmacist in charge.

* * *

Franklin Williams, now associated with the Johnson Drug Company of Jacksonville, is a native of Wallace and a graduate of the University of Georgia School of Pharmacy, Class of 1958.

* * *

Donald K. Carter of Dallas, a '58 graduate of the UNC School of Pharmacy, has accepted a position with the Smith Drug Company of Elizabethtown.

* * *

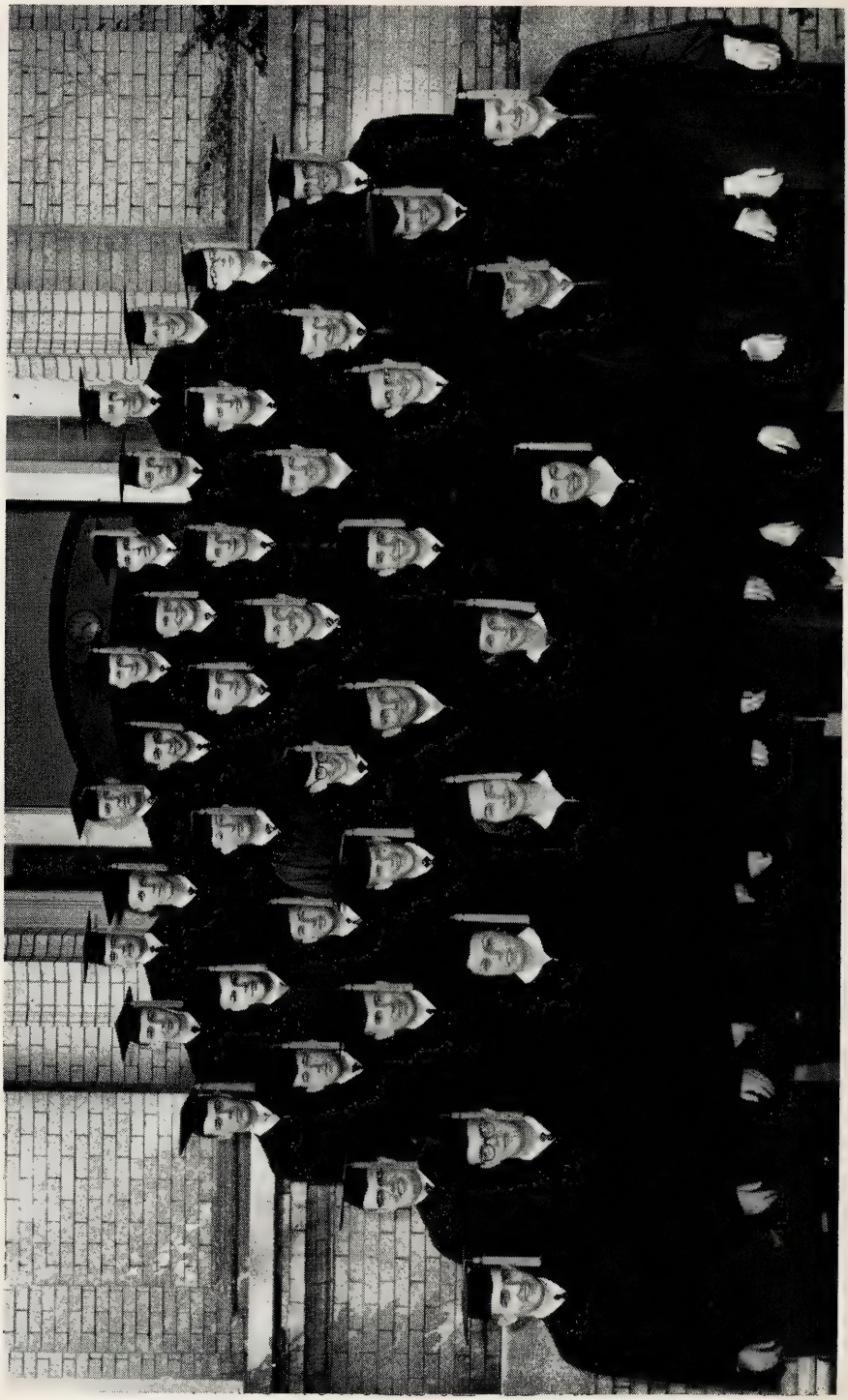
While W. E. Black takes a two weeks' vacation from his duties in Burnsville at the Yancey Pharmacy, Joe Russell keeps the prescription department going without interruption.

* * *

Dallas M. Evans is employed by Thomas Drug Store, 303 West Nash Street, Wilson.

* * *

Jim Harrison's new post office box number (606) in Asheville has pharmaceutical significance; it will be used in connection with a new publication, "The Ampoule," now in the formative stage.



Graduating Class, School of Pharmacy, UNC, June 2, 1958

Graduating Class in Pharmacy at U. N. C.

Forty-four students received the degree of Bachelor of Science in Pharmacy at the School of Pharmacy, University of North Carolina on June 2, 1958.

Reading from left to right, first row: Dallas Evans, Greenville; Gene Dutton, Hickory; Edith Caviness, Lillington; Gladys Joyce, Mayodan; Loretta Johnson, Harrells; Christine Manos, Fayetteville; Lee Carter, Garner; and Paul Walker, Maiden.

Second row: William Marsh, Marshville; Seth Miller, Raleigh; Marion McCurdy, Raleigh; Donald Chapman, Winston-Salem; James O'Daniel, Hickory; William Jackson, Lumberton; and Russell Bostic, Pink Hill.

Third row: Aubrey Hollowell, Edenton; John Hubert Smith, Holly Springs; Francis James, Mocksville; Frederick Parker, Murfreesboro; Ivey Heath, Cove City; George Dillard, Willard; and Bernie Nance, Salisbury.

Fourth row: Donald Leatherwood, Waynesville; Druie Winstead, Elm City; Joseph Ward, Whiteville; James Gene Butler, Morganton; Paul Stevenson, Elizabeth City; David Davis, Williamston; and Robert Fleming, Rocky Mount.

Fifth row; James Prevo, Thomasville, Rony Austell, Shelby; Fred Fayed, Roanoke Rapid; James Inabinet, Winston-Salem; John Bullock, Raleigh; and Wayne Buie, Winston-Salem.

Sixth row: Ray Hagwood, Raleigh; John Stoots, Lansing; William Houser, Cherryville; Hugh Hinton, Zebulon; and Charles Dixon, Winston-Salem.

Not present in the picture: Jesse Beale, Raleigh; Donald Carter, Dallas; James Oldham, Wilmington; and William Bonder, Hendersonville.

Benjamin Bullock, Creedmoor, graduated in January, 1958.

Graduating Class, School of Pharmacy, UNC, June 2, 1958

Notable Note

David McGowan, who lives in Chapel Hill but works in Durham, is unconvinced that "Topocide" is a Class A Stateroom or that "Aristocort" is a high class motel, yet he will give you no argument when you tell him that the products of Eli Lilly and Company are the best on the market.

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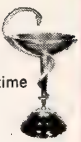
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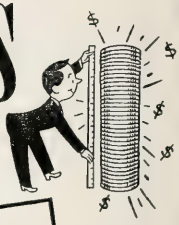
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Reward for Achievement: Persecution

By JAMES W. HARRISON, *Asheville*
Chairman, Public Relations Committee

During the second week in May the U. S. Department of Justice obtained an indictment against five drug and pharmaceutical manufacturers charging them with "conspiring to fix prices and eliminate competition in the sale of polio vaccine to federal, state and local governments." Since this was a major news item the press disseminated the story, some newspapers theming somewhat ugly heads that marched across Page One like a black-and-white polecat.

This is no quarrel with the press; editors were simply exercising their duties in reporting the news. Most of them plied their craft with admirable restraint. It is the charge of price fixing that will work to the detriment of pharmacy with a considerable portion of the public who are generally considered gullible.

It seems to us that pharmacists, individually and collectively, should rally to the defense of these manufacturers who are, in our considered opinion, unjustly accused. In his daily contact with the public the pharmacist should create and use opportunities to acquaint his customers with the true facts.

The Justice Department is using a device of the antitrust law that has never worked in its pursuit of the fruits intended for it and that has never worked with efficiency. Enacted early in this century, its first conspicuous failure was the puncture of the oil trust. Each of the score or more offsprings of this puncture is now many times greater and larger than the original sire. We have not forgotten how an oil company was punished for trading with German industry during World War II by giving an impracticable rubber formula for another formula that enabled us to manufacture the rubber we needed to help us win the war. Perhaps no other law has been so valuable as the antitrust law to the ruthless politician who has used it to further his own selfish ends. It has a long history of use for those who invoke it as a penal weapon in their flamboyant and sometimes unscrupulous use as a tool to appeal to the gullible voter. There have been instances where other departments of the government have insisted on industry practicing policies that were in violation of the antitrust laws. One has one's own opinion whether or not a national emergency makes a venal act take on an aura of veniality or justification.

The indictment is based on charges these five manufacturers fixed prices agreed on beforehand then sold 125 millions of dollars worth of polio vaccine to the federal government at these fixed prices. Let us see how this charge fails to hold a tenable premise.

The shoe may be placed on the other foot by contending the federal government fixed the price itself by demanding the entire initial supply at its own offered price. How could any independent manufacturer establish any fair price when there was no opportunity to project the vaccine into free and open competition and fit his operation to the law of supply and demand. It is a characteristic of central government to fail to erase the evils of bureaucracy in its control of any commodity. The federal government's action in demanding the entire initial output was tantamount to the federal government cornering the market and making itself an exclusive distributing agency.

Whether or not the federal government could have done a better job than the manufacturers does not make this action right. History is filled with accounts of the failure of central government to conduct a business of any kind without coming up with a deficit. No more proof is needed to establish this point as concerned the distribution of polio vaccine than to look at the results since the federal government "went out of the pharmaceutical business" and allowed private industry to resume its constitutional right to function. No one will deny the necessity of certain controls but the controlling agency should certainly show assurance of its being able and competent to control to the need of control.

It is significant to note and to remember that since producers of the polio vaccine have been permitted to operate as free en-

(Continued on page 280)

terprise these producers have lowered the price of the vaccine five times until it is now approximately half the price it was forced to maintain while the federal government controlled its distribution. These price decreases transpired before there was any hint of this legal persecution. History is also filled with accounts wherein private enterprise has accomplished what the federal government has consistently failed to accomplish since the nation was an infant in swaddling clothes—operate without losing money.

Other arguments contribute other facts uncolored by sophistry. How could it possibly matter what the cost to the federal government should have been for the vaccine or what the net profit to any manufacturer should have been when the federal treasury would have been enriched willy-nilly by taxation on the profit gained by the manufacturer? Theoretically this enrichment could be as high as 91% of the manufacturer's profit. The evidence points to no profit or, at best, extremely doubtful profit while there was federal interference and it also points to a low profit since the removal of this interference. Remember the periodic decrease in price since distribution has been allowed to flow more or less unvexed in natural channels. Moreover, the public has had a life-saving boon furnished at a price within its means.

In this brief for the manufacturers of polio vaccine we must perforce confine our statements to those as pertain to the conduct and action of one manufacturer, Eli Lilly and Company, since we have learned irrefutable facts conecrning their part in the development and distribution of polio vaccine. Even so, this does not in any way belittle or wane the efforts and achievements of the other manufacturers named in the indictment.

It is well known that Lilly takes a back seat to no one in the field of pharmaceutical research. They are able to procure the cream of scientific personnel; they expend practically one-twelfth of the staggering amount spent for such research; they are motivated by principles of which include a sense of obligation to the health welfare of all the people first, then a desire for profit to enable them to stay in business and progress. Each motive is dependent on the other and fits into necessity as tenon to mortise and the first motive stamps them as an institution as altruistic as it is possible for a leader in the industry to be. The first motive so overshadows the second motive as to make mere money as trash and it redounds to their everlasting credit whenever and wherever any tribunal considers the case.

Lilly's part in the development of polio vaccine reads like one of the sagas that made America great. Several years ago one of the bright boys in their research department had the urge to experiment in tissue culture. Despite untold difficulties, countless disappointments and an inordinate amount of vicissitudes to overcome, the experiment grew. Then when the brilliant Salk realized his dream this foresight in furnishing facilties, talent and means to exploit the success in the tissue culture experiment hastened the polio breakthrough.

At enormous risk, even the risk of physical danger to personnel, and expense, Lilly did forego other important research to concentrate on polio vaccine development. That this policy made them the leader in producing and testing the vaccine is well earned if poetic justice. Millions of Lilly dollars were spent to insure an adequate supply of the vaccine a long time before there was any assurance of release from interference by the government that was delaying the over-all program with its inept ness in a field it so effectively encased in red tape.

Now that distribution is where it should have been from the beginning, Lilly is faced with a probable loss of vaccine already manufactured in anticipation of demand that did not materialize. This vaccine will be destroyed when age places it beyond the scale of safety as imposed by Lilly's high standards. Following, but not because of the indictment, Lilly announced the discontinuance of polio vaccine manufacture until such time as present stocks are lessened. It was understood the government would inaugurate an educational program that would have overcome the apparent

pathy on the part of the public toward the nmunization program. Results so far orce us to conclude it could not even do passable job of convincing its subjects f the necessity of such a program. It is to e expected that private industry will come the rescue once again to correct this ondition. Already there is evidence of this n the part of Lilly.

It is a matter of record that Lilly prouced, tested, and furnished more than half he polio vaccine. The NFIP received its equirements first since its auspices emraced the initial venture. And the governnent by demand received the entire output or an arbitrary space of time at the price ffered by the government.

This account could end at this point since t it obvious if there was price fixing at all he price fixing was done by the government n this one action. But there is more to tell.

The government has received a discount f 52.5% on all the Lilly polio vaccine old to and paid for by various government gencies. All the polio vaccine Lilly has old until early in May has been sold at a rofit of only 6¼ cents per dose. From he first bold experiment with tissue culture hrough the adaptation of facilties for manufacture and testing, and the cessation of ther important research in order to conentrate on the project, to the time of achievement of the finished product and even beyond this point, there has been n investment of millions of Lilly dollars. Now, in mid-May there hovers the possibility of the loss of a great portion of the 24,043,000 doses on hand. Now, figure the outcome of the 6¼ cents per dose profit. Then it becomes less than panegyric to repeat that Lilly placed the altruistic and extroversive motive before them in accomplishing one of their most splendid achievements.

At this writing, we know not what the outcome of this indictment will be. A clean bill quashing the charges against the five manufacturers would seem to be sensible and justified.

This persecution and legal harassment smacks of a political gimmick. If it is such, we suffer pain and no little amount of shame that a member of Congress from our state has become involved through a natural appointment to committee. That his motive in carrying out an assignment as a committee member was likely free of ulterior design and stemmed from the highest conception of service does not make it less regrettable to us. In other words, why could it not have been someone else or, better still, why did it need to happen at all? At any rate, it is somewhat palliative to feel that he has simply been misguided.

The purpose of this lengthy dissertation is to try to point out that it is the duty of every pharmacist to make and use opportunities to vindicate the actions of his allies in the profession. He may do this by explaining to his customers the true facts; he may use his considerable talent to reverse any thinking on the part of his customers that the manufacturers of polio vaccine are culpable in this charge; and he may use his professional aptitudes in encouraging the further use of a vaccine that has reduced the incidence of paralytic poliomyelitis in the United States by 80% in a short two years.

It is utterly fantistic that as a reward to one of the finest achievements in scientific history some of the principals in this weird drama should be laden with persecution and legal harassment. It makes one wonder if these splendid workers dedicated to a science devoted to mankind's better health welfare will be keen to align themselves with the government *when* the barriers against the eradication of, say, cancer shall be torn down.

But something tells us they shall be ready. Even now, they are still assiduously at work for mankind. Then, too, something else tells us that years will be plucked from the calendar to hasten the day when more countless thousands of useful lives will be saved from disease if these stalwarts in research, development and distribution are allowed to practice their arts and ply their crafts untrammelled by government interference. Let us keep them free.

New Pharmacies

Peoples Drug Store, 1122 North 4th Street, Wilmington. J. C. Edwards and John William Baldwin, owners; J. C. Edwards, pharmacist in charge.

Kiser Drug Company, Inc., #2, 127 Scalybark Street, Charlotte. W. W. Kiser, S. E. Hemby and J. E. Oxendine, owners; S. E. Hemby, pharmacist in charge.

Mid-Way Pharmacy, Inc., P. O., Box 187, Cornelius. H. D. Sharp, part-owner and pharmacist in charge.

Hudson Drug Company, Hudson. Earl Tate, W. M. Lovelace, Jr., and others, owners; W. M. Lovelace, Jr., pharmacist in charge.

Raymond L. Creekmore, Pharmacist, Delco, North Carolina. Raymond L. Creekmore, sole owner and pharmacist in charge.

Halls Drug Store #2, College Street Extension, Oxford. S. C. and J. P. Hall, owners; Sam C. Hall, pharmacist in charge.

Mann's Surburban Drug Store #4, 1910 North Main Street, High Point. D. A. Dowdy, Jr. and J. Henry Dowdy, principal owners; D. A. Dowdy, Jr., pharmacist in charge.

Ennett's Pharmacy, 9 Front Street, Swansboro. W. B. Ennett, sole owner and pharmacist in charge.

Service Pharmacy, Cor. South Main & Railroad Street, Marion. John H. Lowder and W. M. Jordan, Jr., owners; John H. Lowder, pharmacist in charge.

Brown-Medlin Drug Store, Inc., 151 South York Road, Gastonia. S. J. Brown and W. E. Medlin, owners; W. E. Medlin, pharmacist in charge.

Change in Ownership

Turnmyre's Drug Store, North Main Street, Mount Airy. Wallace A. Johnson now sole owner.

Tainter's Drug Store, Marion. W. H. Patton, James Segars and others, owners. James Segars, pharmacist in charge.

Ward's Drug Store, Swannanoa. Wilbur S. Ward, now sole owner.

Liberty Drug Company, Liberty. H. H. Lovett, now sole owner.

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Reciprocity License Issued

Milon Aubrey Scott, Jr., Lords Drug Store, Asheville (from South Carolina).

Edward Donald Sumner, Grifton Pharmacy, Grifton (from South Carolina).

William Grier Middleton, Smith's Drug Store, Shelby (from South Carolina).

Lucius Cooke, Smith's Drugs, Hickory (from South Carolina).

John Walker Marsh, Eckerd Drug Stores, Asheville (from Georgia).

Edward Hammond Reynolds, VA Hospital, Durham (from South Carolina).

Jane Beyer Jenkins, Asheville (from Pennsylvania).

John Ulysse Ameen, Caldwell Drug Store, Gastonia (from South Carolina).

James B. Rivers, Chesterfield, S. C. (from South Carolina).

Board Publishes Laws Book

The State Board of Pharmacy has completed mailing copies of the "Pharmacy Laws of North Carolina" to all licensed pharmacies in the state.

The just published 62-page book, edited by J. A. Helguera, includes rules and regulations of the Board of Pharmacy and an index, which greatly expedites the usefulness of the publication.

Pharmacists and pharmacy proprietors are asked to carefully preserve their copies of the publication for future reference as duplicate copies will not be available.

Fifty Years

In recognition of his 50th anniversary as a pharmacist, Albert Bretsch of Southern Pines was recently honored at a testimonial dinner staged by his friends and co-workers. His present employers, Mr. and Mrs. Graham Culbreth of the Southern Pines Pharmacy, set up the party as a surprise for Mr. Bretsch, who has assisted the town's three retail pharmacies over the past thirty years.

As a token of their appreciation for his loyal service to the town and to the profession of Pharmacy, a mortar and pestle was presented to Mr. Bretsch by Joe Montesanti. Thomas R. Cole of Sanford was toastmaster at the dinner.

Present for the Dean

UNC School of Pharmacy Dean Edward A. Brecht celebrated his 47th birthday in June. We do not know whether he headed for the golf course but if not, he was well equipped to do so.

Two well-known Greensboro men, Junius E. Davis, president of the Greensboro Drug Club, and Tom Crutchfield arranged for a special surprise birthday present for the Dean—a golf bag and clubs.

Wanted: Mellin's Food

Any quantity of the old style Mellin's Food, 10 oz. size with brown wrapper. Will pay regular retail price regardless of age or condition of package, so long as the contents are sealed. Mail to NCPA, Box 151, Chapel Hill, N. C., along with your bill.

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SPARTANBURG, S. C.



Wake County

Robert Neal Watson of Sanford, a mem ber of the State Board of Pharmacy, wa guest speaker at the July 1 meeting of th Wake County Pharmacists' Society, hel in Raleigh.

Mr. Watson discussed certain propose changes in the State Pharmacy Act.

Greensboro

Members of the Greensboro Drug Club, a a dinner meeting in Greensboro on June 27 heard about the work of the American Can cer Society. The speaker, Dr. Ralph C Lake, was introduced by Clark Russel chairman of the program committee.

The club endorsed solicitation of th membership for a gift for Dean E. A Brecht of the UNC School of Pharmacy an commended retiring president Marion Ed monds for directing a successful club yea

Officers of the club for the coming yea are: Junius E. Davis, president; Wyndha S. Dukes, vice-president; Claude U. Paolon secretary; and Jack Ranzenhofer, treasure

One of the First

One of the first telephones installed i Charlotte in 1880 went into the Dr. T. C Smith Drug Store, forerunner of the pre ent Dr. T. C. Smith Company of Asheville

Since the NCPA was established in 188 we suspect Dr. T. C. Smith, then secreta of the NCPA, probably put the phone to u in helping get the newly founded organiz tion underway. At least we know he cou "ring up" one other party in Charlotte.

All this was brought out recently wh Southern Bell installed its 100,000th pho in Charlotte.

Top Pitcher

The big leagues have their eye on Za Pinner, 15-year-old son of West Asheville Beaman Pinner. In a recent mound du Optimist vs. Rotary, Zack won a ha fought game, emerging victorious 2 to 1 ov his opponents. Five would-be home r hitters were struck out.

ummary on Fair Trade Discussion at the Durham NCPA Convention

WILSON GRIFFIN, *Recorder*

Group was small but diverse and dis-ssion was heavy. We had seven retail harmacists (5 owners of stores), 1 whole-ler manager, 1 wholesaler salesman, and area manufacturer manager, 1 manufac-rer salesman.

1. Mr. Welch led off the subject by commenting that many of the younger pharmacists have no idea of the "old days" before FAIR TRADE. Price cutting and unfair local competition plus national chain methods just about ruined the small stores as well as hurt many others.
2. Mr. Justice of J & J mentioned that most manufacturers are for fair trade in general and have tried to protect their contracts, but high legal costs plus increased violations have made court action prohibitive.
3. New Fair Trade proposals help to strengthen state regulation.
4. Virginia's conflict on Non-signer clause was mentioned by representatives of Gilpin Co. of Virginia. Such a plan as "retailer agrees to uphold pre-price of manufacturer."
5. Several mentioned that FT is a political "Hot Potato"—a delaying factor to quick passage of a national fair trade act.

The best cure is for all small retailers to get behind a public information drive to demonstrate to the public how fair trade is fair. Sell the public on the necessity of fair trade on a national scale. Individual effort in mass action is best.

Digest of one of the NCPA Convention's "Creative Ideas Conference" Programs.

Give Yourself a

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Howell Hall Happenings

Ground was officially broken for the Pharmacy Building at 2:00 P.M. on Tuesday, May 27. The brief but significant ceremony was attended by Dean E. A. Brecht and members of the Pharmacy faculty, Chancellor W. B. Aycock and members of the University Administration, Doctors Henry T. Clark, Jr., and Syd Alexander for the Division of Health Affairs, W. J. Smith for the North Carolina Pharmaceutical Association and H. C. McAllister for the North Carolina Board of Pharmacy. An interested gallery was composed of Mrs. Brecht, Mrs. Clark, Miss Alice Noble, Mrs. McAllister, Mrs. Smith, and a few Pharmacy students. The ceremony was arranged in a matter of a few hours after trifling delays concerning the budget when a call came from the L. P. Cox Company of Sanford, general contractor for the building, to the effect that a bulldozer began its work that same morning.

The real celebration for the new building will be planned for the pharmacists in October of 1959 when the building will be completed and occupied by the School of Pharmacy.

Work is proceeding satisfactorily on the new building. The excavation was completed in three weeks. At the end of four weeks the third cut across Pittsboro Road was being made for utility connections, the shaft was being dug for the hydraulic elevator, and forms were being built for concrete footings to walls and pillars.

Forty-four students graduated with the degree of Bachelor of Science in Pharmacy at the Commencement exercises on June 2. The special Pharmacy Convocation in the afternoon was addressed briefly by Dean E. A. Brecht and Congressman Carl T. Durham. There was standing room only for the many friends and relatives of the graduating students. The entire group enjoyed the annual Pharmacy senior picnic planned and managed by John Michael Lazarus of Sanford, rising fourth year student who is president of the Pharmacy student body.

The highlight (for North Carolina Pharmacy) of the Commencement program of the University of North Carolina was the awarding of the honorary degree of Doctor of Laws to Congressman Carl T. Durham, alumnus of the School of Pharmacy. This highest award was well earned by an outstanding record of professional and civic service including twenty constructive years as a representative in the Congress of the United States. Congressman Durham was the second pharmacist of North Carolina to be honored by a doctorate degree; E. V. Zoeller of Tarboro was awarded the degree of Doctor of Pharmacy in 1922, the silver anniversary of the School of Pharmacy.

There was increased pride for our Pharmacy girls when the announcement was received that the Lambda Chapter of Kappa Epsilon was awarded the 1958 national scholarship award. Virgilia Carswell of Spring Lake won the individual scholarship award by having the highest scholarship of any member of the national organization.

E. A. Brecht, Carl T. Bauguess, and Edward M. Smith were guests at the annual social meeting of the Mecklenburg Pharmaceutical Society in Charlotte on June 5. Dean Brecht spoke briefly on several items of current interest in Pharmacy.

Mr. Edward M. Smith, Instructor of Pharmacy Administration, attended the 1958 Walgreen Seminar in Drug Store Management in Chicago from June 16 through 27. Invitations to this fourth annual seminar were extended to teachers of drug store management in a limited number of the Pharmacy schools of the country. This two weeks' course is designed to introduce more actual business basics into the Pharmacy Curriculum.

The semi-annual Practical Pharmacy Examination of the North Carolina Board of Pharmacy was held in the Howell Hall of Pharmacy on Tuesday, June 17. A better time could not have been selected for the examination because the weather was pleasantly moderate in its temperature.

Mr. Carl T. Bauguess, Director of Pharmacy Extension, is spending about one month this summer to aid the North Carolina Board of Pharmacy in gaining full educational value from the intern experience requirement. Mr. Bauguess will call on each intern and his preceptor to explain the program fully.

Pharmacy students, Howard Creech, Wesley Dockery, Edwin Hansen, Delvin Huffstetler, Eugene McDonald, and Joseph Miller are making a limited prescription survey in North Carolina this summer for Merck, Sharp, and Dohme.

Miss Alice Noble enjoyed a very pleasant vacation, including historical research, at New Bern during the week of June 17.

Dr. Sigurdur Jonsson, Associate Professor of Pharmaceutical Chemistry, has received a grant of $6,085 from Smith, Kline and French Laboratories for research in the synthesis of anti-metabolites. The grant includes a research fellowship to be held by Charles Speranza, graduate student majoring in Pharmaceutical Chemistry.

Dr. Fred W. Teare, who received his doctorate degree with a major in Pharmaceutical Chemistry at the University of North Carolina in June 1955, is now Assistant Professor of Pharmaceutical Chemistry on the Faculty of Pharmacy at the University of Toronto.

HISTORICAL NOTE

By ALICE NOBLE, *Research Historian*

Historical notes are associated usually with stories of happenings of at least fifty years ago. The following contribution definitely does not fall into this class. It is concerned with a pleasant Commencement incident.

On the important occasion it was good to see and have a chat with our long-time friend, Congressman Carl T. Durham. We were happy too that he was back home to receive an honorary degree from his *alma mater*. As we greeted him in Howell Hall, he remarked, "There is one thing I don't like about being in Congress and that is I can't raise tomatoes any more in time to give them to my friends at Commencement. I used to get a great kick out of presenting my neighbors with home grown tomatoes for their Commencement tables."

Carl was our next door neighbor for several years and we can testify to his skill as a farmer. Apparently with little time and effort devoted to the project he grew a great variety of vegetables in his garden just back of his home—and what delicious vegetables they were! He kept my family supplied with superlative garden products from early spring until late fall—and there were always tomatoes for Commencement!

Nowadays atomic energy and such things are thought of first when our Congressman is mentioned—with remembrance too of how much his skill and counsel meant to Chapel Hillians when he was prescriptionist in Eubanks Drug Company, but he was a first rate farmer, too, long before he was a pharmacist and lawmaker as those of us can testify who knew him way back yonder.

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		2 oz.	5 oz.	2 fl. oz.	1 oz.	4 oz.
116	28	53.1%	54.6%	53.1%	53.1%	52.8%
60	12	51.5%	53.1%	51.5%	51.5%	51.1%
21	3	49.1%	50.7%	49.1%	49.1%	48.7%
11	1	46.7%	48.4%	46.7%	46.7%	46.3%



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Random Comments

By W. J. Smith

Night supervisor at certain hospital directed student nurse to give patient "high enema." Later, supervisor was surprised to find student standing on chair with enema bag held near ceiling. Patient's reaction was not reported.

* * *

Pharmacist's secretary came in with year's supply of three cent stamps. "I wanted us to have plenty on hand," she explained. The price is soon going up to four cents."

* * *

Just as a teacher who teaches his subject and not his pupils is a bad teacher, so a doctor who sets out to heal diseases instead of healing people will not be a good doctor. —Sir Edward V. Appleton, quoted in *Science Digest.*

* * *

The picture of Mrs. Virginia Callahan, which appeared on the cover of the May issue, CAROLINA JOURNAL OF PHARMACY, will be used by *American Professional Pharmacist* as an illustration in a booklet designed to interest women in pharmacy as a career. Later, McKesson & Robbins will make available reprints of the booklet for national distribution.

* * *

Sign on lawn: "Your feet are killing me!"

* * *

Interesting notes from the N. C. Medical Society meeting in Asheville: Membership (3,138) at an all-time high: 719 members attended meeting (total registration 1,392); Society's committees reduced from 67 to 43; due to deficit in Society's budget of approximately $30,000, annual dues increased from $40 to $50.

John Wesley's "Rule of Conduct" just as applicable today as it was more than 200 years ago:

Do all the good you can,
By all the means you can,
In all the ways you can,
In all the places you can,
At all the times you can,
To all the people you can,
As long as ever you can.

* * *

A pharmacist employed a young man and told him: "Now your first job will be to sweep out the store." "But I'm a college graduate," protested the youth. "O.K.," said the pharmacist, "give me the broom and I will show you how."

* * *

Topic of the pastor's sermon was "Hell." After he had given a pretty rough picture of the place, the music director announced the hymn. It was "Let Him In."

* * *

The sales manager of a certain wholesale drug house called a meeting at which time the firm's salesmen were lectured by a "sales psychologist" who claimed the "Three Word Introduction" could solve many problems.

According to the psychologist, all the salesmen had to do to interest customers was to greet them briskly with one of his magic 3-word introductions like, "Hello, my friend!" or "You look good!"

Following the lecture, the salesmen were asked if they knew of other sure-fire, money-making, 3-word introductions. One answered: "Stick 'em up!"

* * *

According to one estimate, the brain is capable of storing more impressions, facts and total information than are in all the Library of Congress' nine million volumes.

* * *

Sign in a self-service pharmacy: "Use our easy credit plan. 100% down; nothing to pay each month."

Summary of Decision of North Carolina Supreme Court

By J. RUFFIN BAILEY, Attorney, State Board of Pharmacy

In a recent decision the North Carolina Supreme Court determined several very important questions relating to the regulation of the practice of pharmacy and the right of the Board of Pharmacy to obtain injunctive relief against violations of the Pharmacy Laws.

It was reported sometime ago that a recent decision of the Superior Court of New Hanover County had upheld the laws regulating the practice of pharmacy as being a proper exercise of police power of the State of North Carolina and that certain practices as stipulated and agreed upon in an agreed statement of facts constituted the illegal practice of pharmacy and that the North Carolina Board of Pharmacy was entitled to and the Court did grant an injunction against future violations by the named defendants of the pharmacy laws of the State of North Carolina.

This decision was appealed to the North Carolina Supreme Court and these important questions were determined to be the law of the State of North Carolina relating to the practice of pharmacy. In order to place before you a clear and concise statement of this case and its effect upon the practice of pharmacy in the State of North Carolina, it is important to call to your attention the fact that this case is reported in the North Carolina Supreme Court Reports in Volume 248 at page 134 and for more full and complete facts in connection therewith you are referred to that official report.

In a civil action to enjoin the defendants from continuing certain acts alleged to constitute violations of G. S. 90-71 and G. S. 90-72 a jury trial was waived and the parties submitted the case upon an agreed statement of facts, the material parts of which were as follows:

The plaintiff, the North Carolina Board of Pharmacy, is the duly constituted agency of the State for the purpose of regulating the practice of pharmacy in North Carolina and as such agency is authorized to sue i its name; one defendant owned and opera ed a drug store wherein he employed th other defendant for the performance c certain duties and services in the pre scription department thereof as an assistar to and under the direct control of a regi tered pharmacist; that the owner-defendar also owned and operated two other dru stores located in the same town, and in th three drug stores employed three registere pharmacists in full and complete charg of the prescription departments of the three stores on a schedule of work so tha there was a registered pharmacist on dut in at least two of the drug stores at a times who could be contacted by telephor or by messenger service for consultation an assistance concerning any prescription t be compounded or otherwise filled in an one of said three stores, but that on the o casions mentioned in the complaint none c the said registered pharmacists or any othe were contacted with regard to the prescri tion on which this action is based;

That neither of the defendants, the own nor the unlicensed clerk, have ever bee either registered pharmacists or assistar pharmacists within the meaning of the ac but the defendant, unregistered clerk, ha had some fourteen years experience in fi ing and compounding prescriptions as a aid to and under the supervision of regi tered pharmacists; that the defendant, wh was the unregistered clerk, was acting a the agent, servant and employee of th other defendant and while the registere pharmacist was temporarily off the premis received the prescription for the purpose c supplying the tablets called for there and did then and there take from a larg sized container, labeled with the trade nan of the said tablets and containing a larg quantity of tablets, the number of table called for by said prescription, put th said specified number of tablets in a small container which was then delivered to th

stomer and received the purchase money
m the customer; the prescription men-
ned did not have to be compounded or
epared from a combination of ingredients
t consisted of tablets which had previously
en prepared by the manufacturer thereof
d which tablets were themselves ready for
ivery to and use by the ultimate consumer
cept for removal from their container;
t this same set of facts occurred at
rious other times, none of which times
l the defendant or either of them have to
mpound or prepare by mixing various in-
edients the items called for by said
escription, however, the tablets called
in the prescription set forth in the
pulation are a drug within the mean-
g of the use and term of Sections
-71 and 90-72 of the General Statutes of
rth Carolina.

It was further stipulated that the de-
dant-owner caused or permitted the said
ts to be done by his said employee, and
rther, that there were then and still are
e or more registered pharmacists on the pay roll of the subject pharmacy but who were not at the time of the above set forth acts present on the premises.

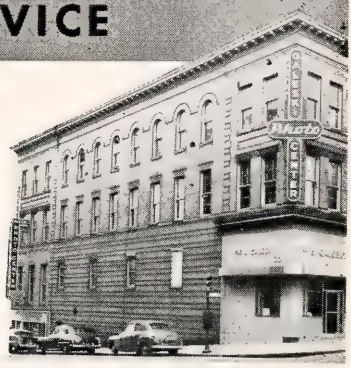
From judgment of the Superior Court that the defendants be restrained and enjoined from employing others than licensed pharmacists to perform such services, the defendants appealed, and the North Carolina Supreme Court determined the following questions:

First, that where practice of a profession or calling requires special knowledge or skill and intimately affects the public health, morals, order, safety or the general welfare, the Legislature may prescribe reasonable qualifications for persons desiring to pursue such profession or calling and require them to demonstate their possession of such qualifications by an examination on the subjects with which such profession or calling has to deal as a condition precedent to the right to follow such profession or calling, and the Court, citing suitable references, determined that unquestionably the

(Concluded on page 292)

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SUMMARY OF DECISION

(Continued from page 291)

General Assembly in the exercise of the police power of the State may regulate the practice of pharmacy.

The Court said that G. S. 90-71 and G. S. 90-72, which relate to the same subject matter, are to be construed *in pari materia.*

These Statutes, when so construed, provide that it shall be unlawful (GS 90-71) and a misdemeanor (GS 90-72) for any person not licensed as a pharmacist or assistant pharmacist to compound, dispense or sell at retail any drug, etc., upon the prescription of a physician or otherwise, ''or to compound physicians' prescriptions except as an aid to and under the immediate supervision of a person licensed as a pharmacist or assistant pharmacist under this article.'' GS 90-71. Although the punctuation is inexact, we (the Court) think it clear that the exception applies to dispensing drugs and selling drugs at retail as well as to compounding physicians' prescriptions. This view is supported by this further provision: ''And it shall be unlawful for any owner or manager of a pharmacy or drugstore or other place of business to cause or permit any other than a person licensed as a pharmacist or assistant pharmacist to compound, dispense, or sell at retail any drug, medicine, or poison, except as an aid to and under the immediate supervision of a person licensed as a pharmacist or assistant pharmacist.'' GS 90-71.

As for the contention of the defendants that the defendant, the unlicensed clerk, should be deemed under the immediate supervision of the registered pharmacist, namely the registered pharmacist then on duty at one of the other stores whom he could contact by telephone or messenger for advice and direction, the Court said that this contention poses the basic question for decision, and it concludes it by upholding the Court below. The Statute makes it unlawful for an unlicensed person either to compound or to dispense or to sell at retail any drug either upon a physician's prescription or otherwise unless he acts in the immediate *physical presence* of a licensed pharmacist or assistant pharmacist and *under his personal supervision and direction.*

It was important to note that the Court recognized that if the defendants' contention that notwithstanding the fact that registered pharmacist was present in p son, the unlicensed clerk defendant sho be deemed ''under the immediate sup vision'' of registered pharmacist, nam the registered pharmacist then on duty the other stores, whom he could contact telephone or messenger for advice and rections; that if this was accepted the licensed person in deciding whether needed the advice or direction of a reg tered pharmacist would necessarily be sole judge of his own qualifications and co petency.

The next question to be determined by Court was whether or not, after determini that this was a violation of the law and misdemeanor as specified in the Statu could the plaintiff obtain injunctive re against the commission of a criminal and here the Court concluded that wh a statute expressly provides that the vio tion of its provision should constitute misdemeanor and also provides that acts therein prosecuted might be enjoin the contention that the violation of an junction issued under the statute wo subject the defendant to punishment fo criminal offense without the constitutio safeguards of indictment, trial by jury, e is untenable since the punishment for vi tion of the injunction would be for vio ing an order of the Court and not pun ment for a crime, and the Court stated t it may be conceded that the power to join the threatened commission of ordin crimes has never been recognized by Courts, but we are here dealing with right or power of the Legislature to e and to provide means for the enforcem of regulations, looking to the health of community. As indicated, the Statute enacted not to provide a means of punish those violating its provisions but to tect the community from what, in the ju ment of the Legislature, was or might detrimental to the public health. power of the Court, while not often ca into force to prevent such an injury, been repeatedly recognized in the decis of the courts of this country.

harmacy Dean Announces 3 Honor Students at UNC

Dean E. A. Brecht of the School of Phar-cy, University of North Carolina has an-nced the names of pharmacy students king the Honor Roll (average of 92.5 or ter) and the Dean's List (average of or better) for the spring semester, which led in June.

The Honor Roll included: Ronald Lowery stell, Shelby; Barbara Jane Bell, States-le; Elizabeth Ann Bills, Valdese; Edith n Caviness, Lillington; Donald Kenneth apman, Winston-Salem; Hugh Mercer rk, Pinetops; David Ramsey Davis, Wil-nston; Edwin Leroy Hansen, Fletcher; arles Farris Himes, Brevard.

Thomas Maurice Fraley, Kannapolis; nes Lewis Inabinet, Winston-Salem; dys Elizabeth Joyce, Mayodan; John chael Lazarus, Sanford; James Monroe ller, Hickory; James Paul Sheets, West fferson; Edward Lee Smithwick, More-ad City; Paul Morgan Walker, Maiden; omas Marian Yost, Weaverville.

The Dean's List also included: Robert lliam Barber, Clayton; Catherine Ann lton, Rich Square; Russell Alton Bostic, k Hill; Virgilia Carswell, Spring Lake; rl Viggo Christensen, Raleigh; James ker Clay, Oxford; Ruffas Lynwood ughtry, Princeton.

Gene Raymond Dutton, Hickory; Nancy rgaret Faison, Shelby; Fred Tucker yed, Roanoke Rapids; Robert E. Flem-g, Jr., Rocky Mount; James Wade Ful-n, Winston-Salem; William Russell Grif-, Jr., Old Fort; Jo Ann Hardin, Boone; retta Johnson, Harrells.

Kenneth Lee Lawing, Conover; Bernie e Nance, Salisbury; Gordon Lee O'Briant, nford; James Sidney O'Daniel, Jr., Hick-; William Norman Ponder, Henderson-le; James Miller Prevo, Thomasville; rothy Bingham Reaves, Fayetteville; ul A. Stevenson, Elizabeth City; Lu Ruth tton, Raleigh; John Richard White, Hen-rson.

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Unsung Heroes

"Unsung Heroes" appropriately descril the pharmacists in the State who remain hind as "pinch-hitters" while their bos or co-workers are off transacting Assoc tion or Board of Pharmacy business. T names of these pharmacists are rarely s in print, yet they are a necessary and v important part of organized Pharmacy the State.

For instance, when NCPA President D sey Welch leaves his pharmacy for an o of-town engagement, Pharmacist Nar Hunt Taylor takes over as relief pharn cist, with no interruption of pharmaceu cal service.

We could list other pharmacists who se in a similar capacity or pharmacists v work regular schedules and "double up" the hours when the boss has to be away business, but for the present, we pay rec nition to the group, with an official, blanl commendation from the Pharmaceutical A sociation.

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Births

Melba and Allen Sinclair have announced e birth of a son, Arthur Ray, on June 26. r. Sinclair, a graduate of the UNC School Pharmacy, is associated with Phillips rug Company of Albemarle.

* * *

Albert and Joyce Hardison of Carolina ach announce the birth of a daughter, ary Lynn, on June 6. Mrs. Hardison is e daughter of Pharmacist and Mrs. Wil- r Adams of Carolina Beach.

* * *

Mr. and Mrs. William J. Swan of Fon- na Dam are announcing the birth of a n, William J. Swan, Jr., June 23rd. Young ll has two sisters. Mr. Swan is pharma- t at Fontana Drug Store. Mrs. Swan is e daughter of Pharmacist and Mrs. Kelly nnett of Bryson City.

Deaths

BONNER BREVARD BLACK

B. B. Black, born October 24, 1898 in arshville, died June 5 in Kannapolis, ere he was co-owner and operator of the ack Drug Store chain.

Mr. Black began his pharmacy career in 11 as a soda boy and clerk. Licensed as pharmacist in 1921, he opened a pharmacy Cleveland in 1927, selling out ten years er at which time he established his first armacy in the Kannapolis area.

Together with a brother, Baxter F. Black, ditional stores were added: the Jackson rk store in 1939; another store in Kan- polis in 1942 and Black's Drug Store of ckory in 1948.

Survivors include Mrs. Black and three ughters, Mrs. Leroy Arrington and Mrs. ax Chandler of Kannapolis and Mrs. orge Corl of Raleigh.

MRS. THOMAS H. MAY

Mrs. Thomas H. May, wife of Board of armacy inspector Thomas H. May of ake Forest, died June 14 following an tended illness, which had confined her to r home for more than two years.

HERSCHEL ROBERTS

Herschel Carson Roberts of Weaverville died July 6 following a period of declining health.

Mr. Robert was born in Buncombe County, March 11, 1892 and for about 30 years operated a pharmacy in Weaverville, which he sold to C. E. Ingle in 1953.

During the past five years, Mr. Roberts had come to the aid of his fellow pharmacists by doing relief work. Just prior to his final illness, he had been associated with a pharmacy in Black Mountain.

Weddings

Miss Julia Ellen Cox, daughter of Pharmacist and Mrs. Robert O. Cox of Winston-Salem, and Mr. John Allen Davis were married June 7 in the Wallburg Baptist Church, Wallburg, N. C.

* * *

Miss Jane Louise Welch, daughter of NCPA President and Mrs. W. Dorsey Welch, Jr., of Washington, and Mr. William Howard Page, were married in Washington at the First Baptist Church on June 18.

* * *

Miss Plato Joy Cox, daughter of Mr. and Mrs. Plato Augustine Cox, and Mr. Frederick Lambert Hooper, son of Pharmacist and Mrs. Fred Hooper of Sylva, were married on June 21 in the Church-By-The-Sea at Miami Beach, Florida.

* * *

Miss Patricia Campbell of Charlotte and George Johnston Dillard of Willard were married in Charlotte on June 7. The bridegroom, an employee of Gowan Drug Company, Wallace, is a graduate of the UNC School of Pharmacy.

* * *

Miss Susanne Margaret Jadlock of Durham and David Thomas Hix of Burlington were married June 22 in Durham at the Lakewood Methodist Church. The bridegroom, a graduate of the UNC School of Pharmacy, is employed in Burlington by the Alamance Drug Company.

Pharmacist of the Year

Gurley Receives Mortar & Pestle Award

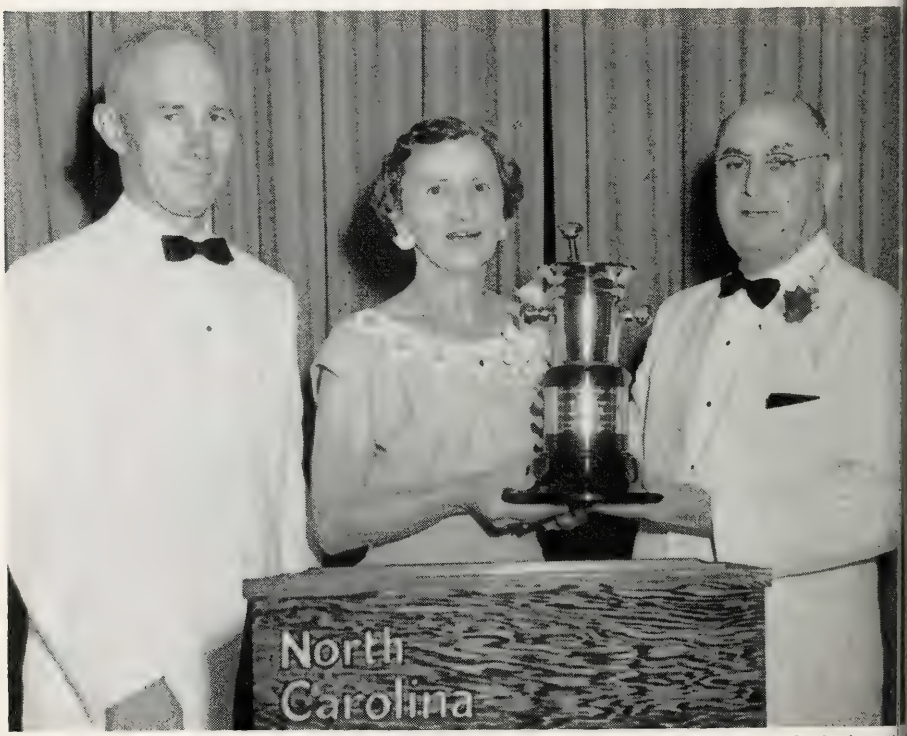
Pharmacists from all sections of the state joined with friends, relatives and co-workers in honoring W. B. (Bill) Gurley as "Pharmacist of the Year" at a dinner held in his honor in Windsor on July 9.

Mr. Gurley received the Association's "Mortar & Pestle Award" for notable aid to the progress of the religious, educational, civic and business life of Windsor and Bertie County, and for his distinctive organizational activity as a member of the NCPA.

W. Dorsey Welch of Washington, president of the NCPA, presided at the dinner and presented the award. The principal speakers were Dr. Castelloe, local surgeon; George C. Spoolman, Clerk of the Superior Court, Bertie County; and John T. Stevenson of Elizabeth City, a vice-president-ele of the NCPA.

The speakers cited Mr. Gurley's outstan ing record, which included past president the NCPA (1955-56), past president of t Northeastern Carolina Drug Club; memb of the Hall of Fame in Pharmacy and me ber of the N. C. Academy of Pharma At present, he is a director of the N. Pharmaceutical Research Foundation, pre dent of the Bertie UNC Alumni Assoc tion, member of his county's board of heal a Mason, a Rotarian and Treasurer of Thomas Episcopal Church.

Four past "Pharmacists of the Yea attended the dinner: C. M. Andrews of B lington, R. R. Copeland of Ahoskie, E. Daniel of Zebulon and Wade A. Gilliam Winston-Salem.



Mr. and Mrs. W. B. Gurley hold the Association's Mortar & Pestle Award, designat Mr. Gurley as "Pharmacist of the Year." NCPA President W. Dorsey Welch (left) m the presentation.

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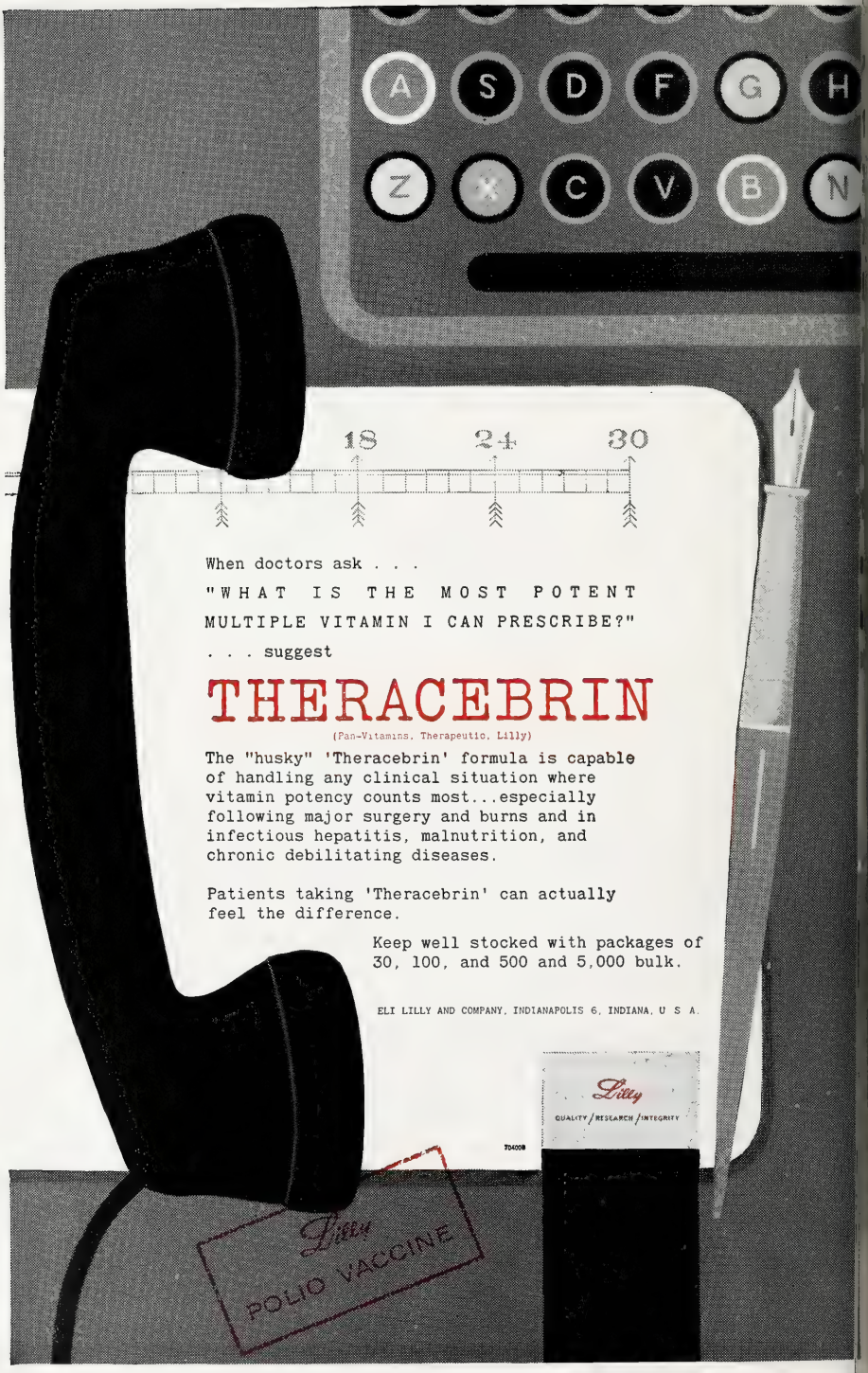
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XXXIX AUGUST, 1958 Number 8

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New Pharmacies

Smith Pharmacy, Broad Street, Elizabethtown. Alfred Gene Smith, owner; Donald K. Carter, pharmacist in charge.

Bolton Drug Company, Woodland. James C. Bolton, III, owner and pharmacist in charge. Formerly operated as a physician permit store, Parker-West Drug Company.

Medical Village Apothecary, 1610 Vaughn Road, Burlington. W. Scott Gardner, Ben K. Mobley and others, owners; W. Scott Gardner, pharmacist in charge.

Whitford Drug Company, Market & Second Streets, Washington. C. P. Whitford, owner and pharmacist in charge.

Faith Drug Company, Inc., Faith, North Carolina. J. J. Barger and others, owners; A. E. Morris, Jr., pharmacist in charge.

Brookside Pharmacy, 1034 Brookside Road & Glascock Avenue, Raleigh. Roger Austin Smith, owner and pharmacist in charge.

Smith's Drugs, 242 Union Square, Hickory. J. R. Smith and others, owners; Luc Cooke, pharmacist in charge.

Watkin's Pharmacy, Inc., 132 North M Street, Belmont. Frank D. Watkins, ow and pharmacist in charge.

Change in Ownership

Randolph Drug Company, Inc., 220 S set Avenue, Asheboro. H. M. Coffee, ow and pharmacist in charge.

Change in Address

Rhodes Pharmacy, 1621 Parkwood A nue, Charlotte, to 1534 East Bouleva Charlotte.

Closed

Bell's Pharmacy, 302 Evans Street, Gre ville.

Reciprocity License Issued

Lucius Cooke, Smith's Drugs, Hick (from South Carolina).

Ann Hogue, Smith's Drugs, Hickory (f South Carolina).

Carol Eidam, Asheville (from Georgi

Joseph Phillip Thorne, Roanoke P macy, Roanoke Rapids (from Virginia).

T. M. DeLozier, Waynesville (from T nessee).

J. D. Jones, Chesterfield, South Caro (from South Carolina).

Jimmy McNeely, Andrews Drug C pany, Burlington (from Virginia).

John Wright, Eckerds-Patton Ave Asheville (from Alabama).

A. E. Morris, Faith Drug Store, F (from South Carolina).

Philosophy

Most of us waste time and energy wo ing over things we can't control. It is to do the best we can with what we have be happy, for conditions are never so they could not be a lot worse.

Remember the colored gal whose old left her with ten kids because he did love her. "Just think," she said hap "what might have happened iffen he di

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Random Comments

By W. J. Smith

citizen of Beaufort County went into lch's Drug Store in Washington and said NCPA President Dorsey Welch: "Dorsey, and I have been friends for years; can't give me a discount on this prescrip-." Dorsey's reply, we understand, was ething along this line: "I'd like to give a discount, but I've got to make my fit on my friends. You see, my enemies 't trade here."

* * *

lew Mexico, Utah, North and South olina have the lowest death rate from cer in the country, according to the lication "Patterns of Disease," pre-ed by Parke, Davis & Company for the ical profession. The northeastern states k highest in the national pattern of can-deaths, with Massachusetts heading the

* * *

n elderly lady zoomed past one of our e troopers, who was cruising along at ominal speed. He gave chase, and when had brought her to a stop he asked for driver's license. "Young man," she l, "how can I be expected to show you driver's license when you people keep ing it away from me?"

* * *

ne rocket expert has estimated that we ld send a man to the moon and back $3 billion. Does this include meals?

* * *

Evidently some folks would fare rather ly on TV's spelling contest if their ity along this line is represented by es to pharmacists. Take this communica-to Mr. John Hicks of Gibson's Drug re, Goldsboro, for a bottle of "Sal Hai-ter." While Mr. Hicks had no difficulty delivering the desired item, Bristol-Myers ld probably object to a competitor put-such a named product on the market.

"If you have that 'middle age sag' we have the support for you" might well be a part of the advertising program of the Southern Pines Pharmacy. Following a special training course in the fitting of "Camp Supports," Mrs. Graham Culbreth is all set to render a professional service for the Moore County citizens, with or without the "middle age sag."

* * *

According to the way we heard it, Sam Jenkins went to sleep while some sort of Shrine program was underway in New Bern's Masonic Temple. Part of the program involved firing a cannon. As the cannon cut loose with an ear-splitting roar, Sam, suddenly awakened from a peaceful dream, jumped to his feet and shouted: "Boys, get your gun; Sherman has returned."

* * *

Why your tires go so quickly: If the wheels of your automobile are half an inch out of line, the tires will be pulled the equivalent of 87 feet "side-ways" for every mile of travel.

* * *

Something about to materialize in the state not calculated to elevate the professional status of Pharmacy—the establishment of a pharmacy in a super-market. What sort of pharmacist will be a party to mixing pinto beans with penicillin?

* * *

People who address you as "you old rascal you" are not being overly friendly. They have merely forgotten your name.

* * *

The slowness of some waiters and waitresses has at times tempted me to leave a card: "TIP means 'to insure promptness,' of which you didn't give any."

While on the subject of "tips" we recall the story of a man who walked into a coffee-shop, ordered a cup of coffee, which he gulped down, leaving ten cents on the counter. A nearby waitress scooped up the coin and put it in her pocket. Noticing the cold eye of the owner on her, she shook her head sadly: "What a screwball; leaves a ten cent tip and walks out without paying."

FDA Rules That Copies of Prescriptions for Legend Drugs May Not Be Filled

By H. C. McALLISTER

In the February 1958 issue of the CAROLINA JOURNAL OF PHARMACY (p. 57) a procedure for handling copies of prescriptions for so-called "legend drugs" was outlined. The recommendations contained in this outline were based on procedures generally in use in the state and at the time were throught to represent an acceptable manner whereby the pharmacist could solve this continually recurring problem. Since the publication of that article, information has been received from the F. D. A. which indicates that we were in error regarding the filling of copies of prescriptions. The following letter is self-explanatory. It now appears that prescriptions for which refills have been authorized may be refilled only the place where they were originally fil

Dear Mr. McAllister:

Your letter of March 11 requests our c ment about giving copies of prescriptic and about the status of such copies un the Federal law.

When we have been asked about co of prescriptions, we have answered tha copy of a prescription has no legal sta as a valid prescription that can be fi by a pharmacist. From a strictly l standpoint, we think that is the only ans we can give. A copy of a prescription r be useful for information purposes; for ample, when a patient is going to a physician and wants him to know what m ication he has been taking. From a stri legal point of view, we think that is only purpose a copy can serve.

As we are sure you will appreciate, only concern is that the patient gets amount of the medication that the scribing physician intended him to get, as a practical matter it makes no differe to us where he gets that medication.

The procedure you outlined in your ticle for THE CAROLINA JOURNAL OF PH MACY apparently assumes that the phar cist who gives a copy of a prescription then mark the original prescription to s that it is void, and that no more refills to be given on it even though such re were initially authorized. So far as law is concerned, however, the holder the original prescription could give number of refills authorized by the ph cian, and, in the event that the pharma who received the copy of that presc tion also refilled it, the patient would getting more of the medication than doctor intended. Under the law, the who filled the copy of that prescrip could be charged with a violation, w the holder of the original prescription c not.

A prescription that calls for a presc tion legend drug is in effect a legal d ment which authorizes the pharmacist receives it to do certain things. A c of that prescription given in the u circumstances is not signed by the physi and has no legal status as a valid scription.

Thus the only way we know for a p macist to protect himself fully is to fuse to fill or refill a copy of a presc tion without calling the physician. In fect, that means getting a new prescrip

Sincerely yours,
/s/ James C. Pearson, Director
Division of Federal-State Relat
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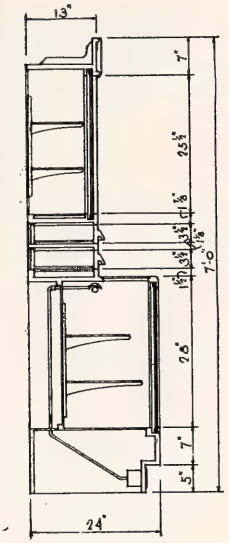
In the emerald green bottle
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- Your wholesale druggist has Everfresh, the standard citrate for 35 years

350 cc size: list price, $2.45 per dozen. Minimum retail price, 30¢ each.
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This fixture may be combined into a line of Key wall display cases with the lower part truded beyond the common base line, which pinpoints the cosmetic display. This self-vice cosmetic wall display case will increase your sales in this profitable department. rite for our free complete catalog or brochure of blue prints showing actual installations.

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The Carolina
JOURNAL OF PHARMACY

August, 1958
VOL. XXXIX No. 8

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A Big Stake in the Outcome

It is far too early to properly evaluate the impact public opinion of the Federal Trade Commission's compla against six leading producers of antibiotics with "pr fixing" but this is self-evident: the final decision will h a vital effect on the economic status of all pharmaci at all levels.

To ascertain the importance of the Government's acti you need but refer to any prescription file, where a hi percentage of the total prescriptions will be for antibiot manufactured by one or more of the six manufacturers n charged by FTC with attempting to monopolize the $ million antibiotics industry.

Briefly, the FTC has charged the six manufacturers w

Fixing and maintaining "arbitrary, artificial, non-competitive and rigid prices."

Establishing "illegal resale price maintenance agreements."

Working out licensing deals "with the purpose and effect of unreasonably foreclosing and preventing competition in the production and sale of tetracycline and chlortetracycline."

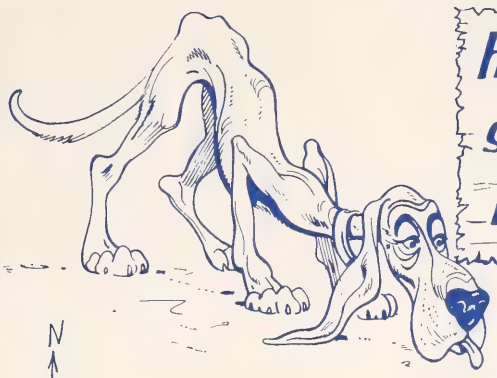
Denying to competitors "a reasonable opportunity to compete."

Attempting to monopolize the antibiotics industry.

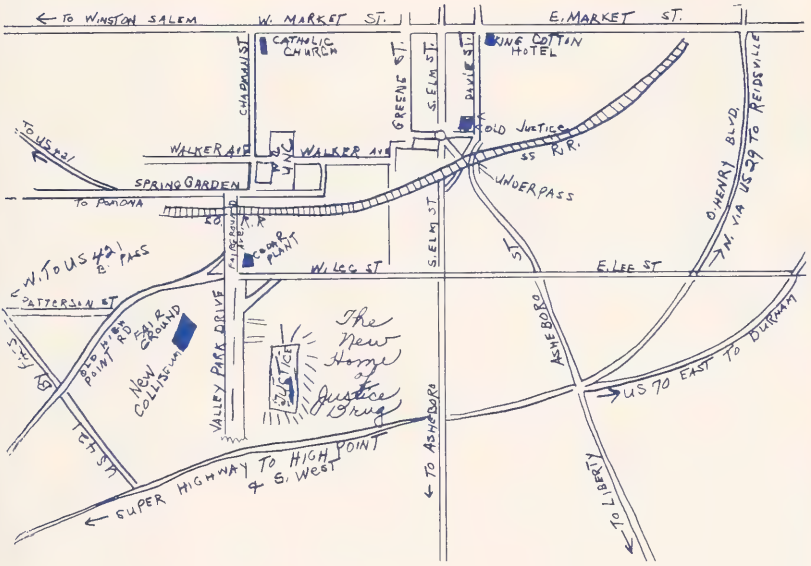
The accused firms have denied the charges. A hear will be held in New York City on October 1 by an F examiner at which time he will hear the pros and cons the case and decide whether to uphold or dismiss charges.

Pharmacists and the general public have a big stake the outcome. Let us hope the Commission will do nothing restrict private enterprise nor set up road blocks to an dustry that has saved countless lives through its "mir drugs"—products resulting from plowing back of pr into research programs.

The Carolina Journal of Pharmacy is published monthly by N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. Subscription rate: $3.00 a year; single copy, 25 cents. Entere second class matter July 5, 1922 at the post office at Chapel North Carolina under the Act of March 3, 1879.



hunting for something new???





JUSTICE DRUG COMPANY

Greensboro, N. C.

Celebrating our 60th year of service to retail druggists of North Carolina

Paper Features Miss Manos

Miss Christine Becky Manos, a '58 graduate of the UNC School of Pharmacy, now an employee of Bender's Drug Store #3 in Fayetteville, was the sbuject of a recent feature article in *The Fayetteville Observer*.

Written by Frances Mintz under the heading "Femine Pharmacist Draws From a Treasury of Knowledge to Aid Others," the author uses quotes by Miss Manos in presenting her story, which makes for interesting reading.

An honor student at UNC, Miss Manos was president of Kappa Epsilon, recorder of The Pharmacy Senate, secretary of the Pharmacy Senior Class, and an undergraduate assistant. She received the 1958 Epsilon Award, a silver loving cup, given to the woman student in the School of Pharmacy who has most demonstrated qualities of leadership, character, and service.

The news feature closes with this statement: "The tiny brunette, a girl of well-rounded interests, is looking forward to a career in pharmacy . . . a vital part of the health team."

National Recognition

Two national pharmaceutical journals, now in circulation, contain special 4-page inserts devoted to the School of Pharmacy, University of North Carolina.

Published by Schering Corporation in a series on "American Pharmacy Schools," the insert has a reproduction of the School's seal on the cover, a letter from Dean E. A. Brecht and a sketch of the front entrance of the new pharmacy building, which is expected to be completed by August, 1959.

New Department Opened

The Southern Pines Pharmacy has opened a new department in which "Camp Scientific Supports" especially designed for anatomical conditions will be available to the public.

In charge of fittings will be Mrs. Graham Culbreth, who recently completed special training for this work. Also available in the non-medical category will be posture or poise girdles.

Honored for Cancer Work

At a recent monthly Board meeting of th Wake County Cancer Society, the pharma cists of Wake County were presented a cer tificate for notable work during the Cance Crusade.

Mrs. Stanford West, a Board member received the certificate for the pharmacist and was herself awarded a rhinestone pin i the design of the cancer emblem.

The pharmacists of Wake County ar helping the needy cancer patients by thei cooperation in filling prescriptions at cos plus 10%.

Bankruptcy Action

Upjohn, Merck and Smith Wholesale Dru Company have petitioned the U. S. Middl District Court in Greensboro to declare th Beverly-Mar Drug Company, Concord, bank rupt.

Lions Head

Herman W. Lynch, co-owner of the Hoo Drug Store, is the new president of th Dunn Lions Club.

Cover Page

A scene familiar to graduates of th University of North Carolina and a lot o non-graduates, who come to Chapel Hi for one reason or another—the Morehea Patterson Bell Tower.

Something new has been added. A roa (not shown) leads to the new 400-car Be Tower Parking Lot.

FOR SALE

Well established drug store in Rowlan North Carolina. Good location, favorab lease, clean stock. Owners health ba Write or call R. H. Curtis, Rowland, Nort Carolina.

* * *

Pharmacy (only one in town) in pr gressive Central North Carolina locatio About one-third of 1957 $60,000 gross can from Rx Department. Building owned b pharmacist; will sign favorable lease a fair rental. Clean stock, substantial fi tures. Price $18,000. MGD-P.

Pharmacy Extension Division Sponsors Conference

The first of a series of pharmacy conferences to be sponsored by the UNC School of Pharmacy and the University's Extension Division was held in Chapel Hill in mid-July. The July 13-15 conference was devoted to management.

Purpose of the conference, as announced by Carl T. Bauguess, Jr., Director of Pharmaceutical Extension, was "to instruct pharmacists on procedures for evaluation and improvement of drug store operation." Training in finance, records evaluation, records management and departmental control were covered during the two-day conference.

Speakers and subjects included Harold Q. Langenderfer of the UNC School of Business Administration, "Maintenance and Use of Records" and "Profit and Asset Control"; Joe S. Floyd of the UNC School of Business Administration, "Organizing and Financing Business Enterprises" and "Cash Budgets"; and Edward M. Smith, Instructor of Pharmacy Administration, UNC School of Pharmacy, "Departmentalizing for Customer Appeal and Better Physical Control of Stock" and "Departmentalizing for Better Financial Control and Ease of Operational Analysis."



ATTEND PHARMACY MANAGEMENT CONFERENCE—Front row, left to right: William C. Griffin, John W. Andrews, C. D. Blanton, Jr., Wilson Griffin, Charles M. Barnett, William H. Wilson, Mrs. Jean Provo and Carl Bauguess. Second row: Marcus Cameron, Winfield Rose, William R. Adams, Herman S. Barbrey, Calvin Floyd, C. Louis Shields, and Edward M. Smith. Third row: H. C. Reaves, Jesse W. Tyson, Robert Neal Watson, Harry W. Walker, Jesse M. Pike, W. J. Smith and Professor Harold Q. Langenderfer of the UNC School of Business Administration.



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- Readily miscible with food and formula
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DOSAGE: *Infants and Children* — 0.6 cc. daily or as directed by a physician. Zymadrops may be administered by dropping directly on the tongue or mixing with water, milk, fruit juice, or any other foods.

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Credit and Collections

By JOE BARBOUR, Burlington

From the 14 men at our table, we found there are at least fourteen different ways to handle credits and collections. If there had been 100 of us present, probably we would have found 100 different ways.

But we did arrive at this conclusion: most of us *have to do* some credit business. So, first, we discussed opening of accounts. A good many of us use credit bureaus. We found, however, there seems to be some criticism of their use at present, since the charge for their reports is becoming prohibitive. At home—I didn't know it was as general as it seems to be over the state—we are charged a fee for each report that we call for, in addition to our membership fee. I believe it is 60 cents we have to pay—most of the men in our group are charged 50 cents for their reports. Although most of us use these credit bureaus and find they serve some purpose, from our own experience gained at our local operation, we find they don't do the job completely. At home, particularly, we get too many reports from people who have secured accounts from finance companies, credit furniture, credit jewelry, etc., and for that a record might be helpful. It isn't too good a barometer, however, for what kind of pay you can expect of a man on an open account.

But going on with the method of opening accounts—it seems that a good many folks, where they don't have access to a credit bureau, use rather a personal approach to this thing. I guess their personal experiences with customers applying for credit enables them to make decisions.

After the account is open, we come to the problem of collecting. The first thing we discussed was at what point an account is considered delinquent. I think pretty generally, from what we gathered in discussion, unless you are in a farm area, 90 days is sufficient for considering an account delinquent. Quite a number of our men are from farm areas, and it seems most of them will permit an account to run twelve months before they consider it delinquent. That again, is something each man will have to determine for himself. You can't always set a fast rule and abide by it. We have learned that in our own efforts.

Now, when it comes to collection of these accounts, I wish I could give you the proper solution. We have quite a number of suggestions here. Some of our members use the credit bureaus and credit bureau letters which are available. Some use personal phone calls, which may be helpful. Some use services which include stickers that you place on follow-up statements. And one of the best of course, is the personal approach. But most of us find ourselves too busy, or occupied with other things, and it's hard to get around to that method.

One thing which needs to be stressed here, however, is that delinquent accounts should not be neglected. The older an account is, the harder it is to collect it. If you are persistent in your efforts before the account becomes too old, you are more likely to collect.

We also discussed the amount of total business which is considered desirable to have on the books. From what we gathered the ratio is 15% to 35% of credit business to the total amount of business. Generally, I think, if my observation is correct, 25% is more of an average among the group discussing this problem here.

One point which I overlooked mentioning is that some of the men find it necessary to resort to legal means in their collections. It doesn't seem to have been too successful, but I pass it along to you folks for whatever help it might be. We also discussed adding an interest charge to an account after it becomes delinquent. In some areas this has been done by some types of businesses, but it was the feeling of our group that the idea wouldn't be too effective as applied to drug store accounts.

As recorded by the NCPA during one of the creative ideas discussions at the Durham Convention.

Do you have an adequate stock of



for Summer selling?

Never before in our 78-year history have sales expanded so fast on any of our products. Every month Soltice sets new selling records. And that demand will continue to grow this Summer with people asking for Soltice for temporary relief of minor muscular pains, minor sprains and bruises, aching feet, non-poisonous insect bites, and the misery of summer colds.

Do you have an adequate stock of Soltice for Summer selling? If not, mail your order today. It'll get prompt attention.

THE CHATTANOOGA MEDICINE CO.
Chattanooga 9, Tennessee

Albright Now Co-Owner of the Salisbury Pharmacy

A change in the ownership and manage ment of the Salisbury Pharmacy, Salisbury has been announced.

Co-owners and managers of the pharmacy now are P. J. Liske and George Albright. Mr. Liske helped organize the Salisbury Pharmacy in 1947 and Mr. Albright ha been associated with the firm for a num ber of years.

A former part-owner of the pharmacy—Worth Williamson—sold his interest an severed his connection with the Salisbur Pharmacy on August 1.

Mr. Albright, a graduate of the UN School of Pharmacy and a veteran of Worl War II, is married to the former Miss Billi Nifong of Spencer. They have one son.

Pharmacy for Sale

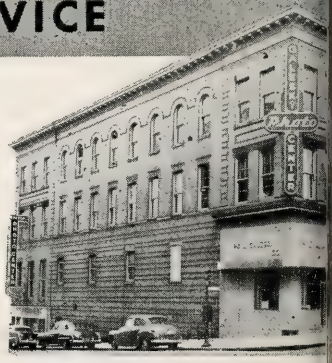
One of the state's more successful smal town pharmacies will be sold this fall du to retirement of owner. Located in Cen tral North Carolina. Half of gross volum comes from prescription department.

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INSIST ON GALESKI PROCESSING FOR

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It Brightened Her Day

Mrs. I. Goodes went into Medical Center Pharmacy (Burlington) one afternoon last week and received a refreshment that was far beyond the soft drink she ordered for herself and her son. It left a tremendous impression on her.

She had been to her doctor for an examination. With a possible operation facing her, she was told, among other things, that it would be good if she could secure possibly four blood donors.

Her son, as they were seated in the pharmacy booth, asked her what the doctor had said. She told him.

What she didn't realize, however, was that Roberta Mitchell, who was serving them, was listening. It wasn't intentional. She couldn't help but hear about the need for blood donors.

Later, Roberta went to the table again. "What type of blood do you need?" Roberta asked.

Mrs. Goodes told her.

"Well, I have 'O' blood, and I'll be glad to be one of your donors," said Roberta, adding that "You can find me here any time."

Mrs. Goodes thanked her and then got to thinking more deeply about what Roberta had said.

When she started to pay on leaving, Mrs. Goodes had a question. "I'm a stranger to you," she said. "I never saw you before to my knowledge. Why did you volunteer to be one of my donors?"

Roberta shrugged her shoulders. "Well," she replied, "I just like to help people when I can."

Mrs. Goodes left the pharmacy refreshed. The drink which she had ordered was enjoyed, but she enjoyed much more the refreshment in spirit which Roberta gave to her.

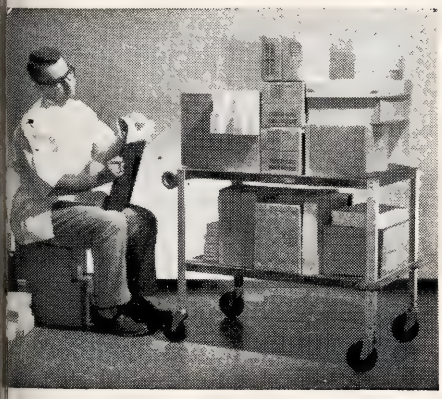
"It was the bright spot of my day," she said later. "I was a stranger to her, but she wanted to help me if I needed it."

And then she added: "What a wonderful way to live."

—Burlington Daily Times-News

OPERATE YOUR OWN WAREHOUSE?

It's not necessary!



There's no need for you to carry excessive stocks behind or beneath your store . . . nor is it good business to tie up either vital operating capital or valuable floor space that could be utilized more productively to increase profits.

Warehousing—stocking the thousands of items you need to serve your customers—is one of the chief responsibilities in our function of distribution.

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Drug Store Departmentalization

By EDWARD M. SMITH

Instructor of Pharmacy Administration, School of Pharmacy, University of North Carol

Retailing is in the throes of a violent revolution. Shopping habits of the consumers have been altered radically during the past few years. No clean-cut pattern has emerged, but two things are now clearly indicated: shopping centers and self-service are permanent parts of the field of retailing. All the traditional principles of retailing have had to be reviewed in light of these two present day miracles. Along with these new shopping attitudes have come some problems for retailing generally and retail pharmacy specifically. There is no end to the list of "problems" of retail pharmacy, but four of the most basic ones are increasing expenses, decreasing profit margins, low employee productivity, and non-drug store competition. Drug store owners are concerned with rendering good professional service as part of the health team, but, at the same time, the economic motives to make a reasonable return on the investment of time and money must enter the picture. For any store in a certain location, with a given amount of capital, and a given floor space there is some point at which the owner is going to realize the maximum return on his investment. This optimum size is an elusive thing, but an owner who does not constantly strive to attain it is hardly being fair to himself. Retail pharmacy is essentially small business which makes it necessary for the pharmacy owner to be an expert in many fields since many of the advantages of the division of labor are denied him. Management must be constantly alert to trends in retailing, ways to increase sales, and decrease expenses.

Departmentalization offers a powerful competitive tool to the average drug store owner. For large volume operations and self-service stores departmentalization is not a matter of choice but a business necessity. Large volume and self-service, however, are not requisites for departmentalization; it is needed in all types of drug store operations. It offers to all drug stores an opportunity to enhance the "shopability" of the store, to increase sales, and to pinpoint and correct sources of trouble within the operation. T word "departmentalization" has be around for many years. We have spoken our prescription department, our cosme department, and our fountain departme but many stores have done little except p lip service to it. Properly construed depa mentalization entails the division of t business into groups which are operated entities within the store. Prescription pr ucts, fountain merchandise, and cosmet are sufficiently different in their use, meth of merchandising, margins, and promoti that it is not unrealistic to conduct these separate operations within the store. I partmentalization does not end with physical segregation of the merchandise. proceeds logically to the segregation sales, inventory, purchases, and profits in records. Without the maintenance of th records the value of departmentalizati in analyzing and operating the store is lo Records must be kept as part of depa mentalization!

REASONS FOR DEPARTMENTALIZATION

1. *Shopping habits of customers.* Th is a gradual shifting from the hard selli to the soft selling approach in the drug sto True, there will always be a need for "s ing" drug store products, and we are pr that we are able to advise and coun customers in the selection of these produ However, there is a pressure from all pa of the selling triangle to allow the custo greater freedom in the purchase of produ The manufacturer has packaged his pr ucts in packages that sell themselves. tional advertising of products scientifica designed and packaged create a pre-s market for a large part of the drug st products. The retailer faced with increas selling expenses is finding it expensive have the salesperson "sell" all the pr ucts within the store. The customer overwhelmingly indicated that he is not o willing to sell himself, but he insists that

DEPARTMENTALIZATION

e allowed to examine, compare, and select erchandise for himself. To realize larger ales volumes and higher average sales stores ust offer every inducement possible to get he customer to shop after he enters the tore. He must be encouraged to examine roducts leisurely and with no high pres-ures to buy. The shopping must be made asy and effortless for the customer. Stores re becoming larger with larger inven-tories. The average drug store increased its square footage by 4.5% last year and 25% within the past six years. As stores become larger and larger, without departmentaliza-tion the store becomes a maze to the cus-tomer and leads to confusion and dissatisfac-tion with the store. Departmentalization systematizes the store, locates related mer-chandise together, and identifies and indi-vidualizes groups of products. Properly

(Continued on page 336)

University of North Carolina Instructor Completes Walgreen Seminar

Edward M. Smith, instructor in phar-nacy administration of the University f North Carolina School of Pharmacy nd author of this article, has com-leted on-the-scene studies of a modern rug store organization in Walgreen's eminar in Drug Store Management.

Held at the firm's Chicago head-uarters, June 16-27, the Seminar in-luded extensive discussion sessions vith veteran Walgreen executives plus ield trips through the firm's stores, varehouse and manufacturing labora-ory.

Over thirty different business sub-ects ranging from effective store de-sign and personnel training to mer-chandising and advertising programs were thoroughly explored by the study group.

The first-hand working knowledge of modern-day retailing techniques gained by the participating educators will be incorporated into pharmacy class-room study this fall to further help prepare students for successful drug store man-agement.

Mr. Smith, third person on the right, is shown with educators representing twelve other leading pharmacy col-leges. The lecturer is Gerald A. Ingle-hart, Walgreens Director of Personnel.



Recommend "BC" with Confidence...



America's Fastest-Selling Headache Powder

. . . And As A Tablet—

A Nation-wide Success Selling Faster Each Day

REPEAT SALES ASSURED!

"BC" is the product of a well-established firm that has continually manufactured "BC" . . . and nothing else . . . for almost a half century.

As you will recognize on the label, "BC" contains a number of well-known ingredients widely recommended for the relief of pain. These ingredients are compounded and "BC" is produced under the finest pharmaceutical-type conditions in a modern plant.

You can recommend "BC" with confidence. The gentle but effective relief of "BC" will bring you repeat sales.

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DURHAM, NORTH CAROLINA



TAR HEEL DIGEST

Dr. Ben Cooper, now teaching pharmacy in Oregon, is doing relief work this summer. In July, he was located in Corvallis with The Corvallis Clinic.

* * *

The Cobbs of High Point, Jay Looy and Ruth C., visited Plymouth, Mass. in mid-July. Their postcard came direct from Bert's—specializing in lobsters and "where our diners can see the historic Mayflower II at Plymouth Plantation."

* * *

Mr. and Mrs. W. F. Holland have just returned to Mount Holly following an 8,000 mile, 24-day trip to the West Coast. The Hollands took the northern route through Evansville, Indiana, Kansas City, Salt Lake City to San Francisco and Yosemite, California, and returned by way of Las Vegas and Texas.

* * *

Mrs. Tom M. Holland of Mount Holly has been elected Dean (president) of the Charlotte Chapter of the American Guild of Organists for the coming year.

* * *

During the coming year, the Zebulon Rotary Club will be headed by G. Haywood Jones of the Zebulon Drug Company. Mr. Jones was installed as president of the club on June 25.

* * *

Graham White received an assist at the Acme Drug Company, Burlington, from two relief pharmacists. First, in July, Dr. Earl Brown of Chapel Hill helped out for a few days while Mrs. White received surgical attention in one of the local hospitals. Later, Cos DiFazio moved in so the Whites could take a well-earned vacation.

* * *

Miss Betsy Sparks has joined the pharmacy staff of Mercy Hospital, Charlotte. A native of Draper and graduate of the UNC School of Pharmacy, Miss Sparks has worked for a number of hospitals in the state, including Duke, Baptist and Charlotte Memorial.

* * *

Mr. and Mrs. John Rhem, formerly of Burgaw, have moved to Florence, South Carolina, where John is associated with the Rhem Drug Company.

* * *

Dr. F. C. Hammerness is Editor of the *Colorado Journal of Pharmacy*—a quarterly published by the College of Pharmacy, University of Colorado.

* * *

A visitor in Chapel Hill on August 4 was Van H. King, now stationed in Missouri as a member of the U. S. Armed Forces. On a 15-day leave, Van was on his way home to Wilmington. He and a friend, on the previous day, had driven from Missouri to Danville, Virginia—a distance of better than 900 miles.

* * *

The W. B. VanValkenburgh's of West Asheville spent their July vacation at Nags Head. Returning by way of Chapel Hill, where the family stopped for a visit at the Institute of Pharmacy, Van and his family said they expected to make it to Elkin, where one of Van's classmates, Paul Fisher, lives. The final leg of the trip would be by way of the Parkway—well known to Van since it comprises part of his Lilly territory.

* * *

Ollie C. Harrell of Winston-Salem reported for induction into the Armed Forces on July 30. At the time of induction, he was employed by O'Hanlon's of Winston-Salem.

Some Comments on Personnel Problems

By JESSE M. PIKE, Concord

In considering personnel problems, there is one service available that I believe few of us utilize. Almost every Merchants Association or Credit Bureau has a form available which can be a wonderful assistance as you seek to employ needed personnel. Most of us are not thorough when we hire somebody, and later we wish we had been. It's such a simple matter. We merely need to impersonally prepare, or obtain from one of these groups, a form which will give us a complete background of the person whom we are considering hiring. It will embody a great many questions which perhaps seem unnecessary, but which we find later to be very important. It will also, if handled properly through your credit bureau, give a picture of that person's financial position. It will tell you how they pay their bills. You may think you know, but you may not know. You may be fooled in personnel just as you're sometimes fooled with folks whom you think will make good customers, and whom you very quickly encourage to come in and "charge it." So I would urge to consider this, whether you work it through your Credit Bureau, your Merchants Association, or handle it yourself. There is a crying need for all of us to be more thorough as we employ.

As we talk about this personnel situation, we are prone to think about hiring the janitor or the delivery boy, or to think of changing the personnel of the soda fountain. But this thing goes from the front of the store to the back of the store, and if we will utilize these bureaus, I think we will be much fairer to ourselves, even to the standpoint of hiring other pharmacists. Perhaps the fellow down the street has indicated he would rather work for you than the fellow he's working for; you think he's a pretty fine fellow, but you're good friends with the boss down the street and you hesitate—you just don't think it would be very ethical—to pick up the phone and say "Look, your pharmacist is considering leaving you, and he wants to come up here with me. Now, is he all right?" You just don't do that. But sometimes you may wish you had. So, let's think about the possibilities of that service. I think it has a tremendous potential which most of us are ignoring.

Secondly, we need to search for our personnel. Most of us think we are doing a pretty good job of hunting for folks. But I think back to some advice that was given me a long time ago, when an old-timer whom I respect very much and who was a very good merchant, told me, "When you want to hire somebody, first of all get somebody who **has** to work." But think about that a minute and it makes a lot of sense. I've known a good many employers who, when they were needing help in the front of their stores, went down to the dime stores and looked around; they watched to see who was particularly well-informed in their work and who was doing an outstanding job, because most of these people were not being paid as much as in some other stores—obviously they needed to work. So I think that's a factor that we could consider.

But from here on out, after we proces



ose applicants and select the people we uld like to have, we must consider their ppearance. If their appearance is not itially what we would prefer in our em- oyees, then we have a responsibility there. e need to let our employees know what expect of them. We need to guide them. e need to polish that diamond-in-the- ugh, or we need to point out the necessity a good appearance—neatness in clothing, an fingernails, cleanliness in general. rhaps we would do well, if we are not ilizing uniforms of some type, to identify r employees by distinctive coats or smocks whatever whould be appropriate. It's common complaint in many stores that lks who go in to be waited on look around d can't tell who works there and who is anding there waiting to be served. So ere again we might do well to consider entifying our personnel.

Then we have a responsibility to teach ese folks how to greet the customers, how initiate sales, how to increase sales. If are going to expect these folks to do a od job for us, however, we owe it to them acquaint them with the way we want the siness run. There is nothing that makes u feel worse as an employer than to have discharge someone for doing a job poorly en he was well-fitted to do the job right you had simply indicated to him how u wanted it done. And I'm afraid that l of us at one time or another have been little ashamed of the way we have had to lk to an employee when, if we had just ne far enough into the matter, we could ve avoided the whole thing by telling m when he came to work for us, how we nted the job done. We need to outline e duties. We need to tell employees what ocedure to follow. Ignorance is no excuse. One of the first things we'd better do is ach them how to handle sales tax. We'd tter teach them how to handle excise xes. We need to teach them that there e such things as counterfeit $20 bills, hich we learned the hard way very recently our store. And so, as I make these mments it's that old thing: don't do as I —do as I say do. But unless we have a procedure for cashing checks and these folks understand that whatever the system may be, they must comply with it, there's going to be a little grief. All the way through we come back to the fact that unless we tell these people what we expect of them we can't be unduly critical of them.

With a matter of education it's not a one-sided job. We must realize that we can learn from the clerks just as they can learn from us. And we are not very smart if we don't benefit by the ideas and things which they may have learned in other employment. I feel it very important that store meetings be held in which we can discuss programs that we would like to hold, that we decide what we are going to promote and how we are going to do it. There's much mixed emotion and experience, both good and bad, as far as PM's are concerned. All I say is—decide what's good for you, what's good for your store, decide what's going to bring about employee loyalty, realize that the other folks are human and that they need to know what policies are in so far as sick leave and vacations are concerned. You need to work out a policy to decide how you are going to compensate your employees—whether a bonus is good for you or whether fringe benefits are the proper way to compensate these folks.

Attend Workshop

Mrs. Ralph P. Rogers, President of The Woman's Auxiliary of the NCPA, and Mrs. W. J. Smith attended a Leadership Training Workshop in Chapel Hill the last week in July.

Sponsored by the N. C. Council of Woman's Organizations, The Workshop was attended by about 100 representatives of clubs with a total membership of 350,000.

Mrs. Leslie E. Barnhardt of Charlotte, wife of a medical service representative, was elected secretary of the North Carolina Council of Women's Organizations for the coming year.

One of the delegates present at The Workshop was Mrs. Shelton Boyd of Mount Olive, the wife of the owner of the *Clinic* Drug Company.

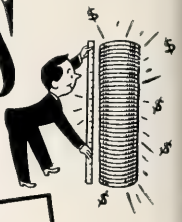
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do your clerks know?



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BIGGER PROFITS



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The Federal Excise Tax Act

By Herbert E. Lovett of Liberty, Chairman of the Papers & Queries Committee of the North Carolina Pharmaceutical Association.

In selecting a subject for report to the Annual Convention of our Association by your committee, there is, as you know, a very wide latitude in determining the type of subject matter. It may range from highly technical information relating to the strictly professional aspects of Pharmacy, to the broader commercial considerations which most of us daily encounter in the average retail drug operation.

Your committee has for this year committed itself to a brief presentation of what is in itself considered to be the most generally accepted second of the surest things to be encountered in this earthly existence—mainly taxes. To be more specific, a report concerning the Federal Excise Tax Act. At no point in this report will you find any committee invasion in the field of legal interpretation and little of original contact, but rather a review of the current situation and a reminder of the Master Teacher when queried on this very subject, "Render unto Caesar that which is his." Most of the information contained herein is taken from recent reports contained in our most widely read journals and from statements made by Mr. George H. Frates, Washington Representative of the NARD to the Sub-Committee on the Excise Tax Technical and Administrative problems of the House Ways and Means Committee on December 5, 1956.

To some this may seem repetitious, but for most of us, we as a committee feel it to be both timely and pertinent.

This matter will be considered from three specific aspects:

1. History of the Act itself.
2. Results of statewide survey made this year by our able secretary, W. J. Smith.
3. Committee conclusions and comments.

History of the Act

The Federal Excise Tax Act as we know it today, had its inception in 1939 when by an Act of Congress a 10% tax on manufacturer's prices for toilet preparations was imposed. In the session of 1940, this tax was increased to 11% of the manufacturer's price. In the 1941 session of Congress, the manufacturer was relieved of the 11% tax at his price level, and to compensate for this loss in revenue, the retail trade was from that day required to pay to the Federal government a 10% tax on all retail sales of items taxable under this statute.

It is of interest, I think, to note here that the responsibility for determining just what items come under this Act rests at the retail level. The manufacturer is not required by law to inform the retailer as to whether or not his particular item is taxable, and it surely follows that much confusion must of necessity ensue from this. The Internal Revenue Service contends that each commodity must be considered as a separate entity and that the taxability of each item must be decided specifically, with the exception of group classifications as set forth in the Act. So it would seem that in many cases the pharmacist must decide at the time of sale if the product is to be used for cosmetic or therapeutic effect. A foot powder, lotion or cream, for example, may or may not be considered taxable according to the purpose of use. If used as a medication, it is not taxable, but if used as an antiperspirant, the tax must be imposed. Many other examples most probably come to your mind, and President Eisenhower, in his message to Congress of the United States on May 20, 1953, had this to say—I quote, "The wide variety of existing excise rates makes little economic sense and leads to improper discrimination between industries and among consumers."

The March 10, 1958 issue of the *American Druggist* presents a list of 21 taxable items and 47 non-taxable items, and states this to be the most extensive listing and the

(Continued on page 321)

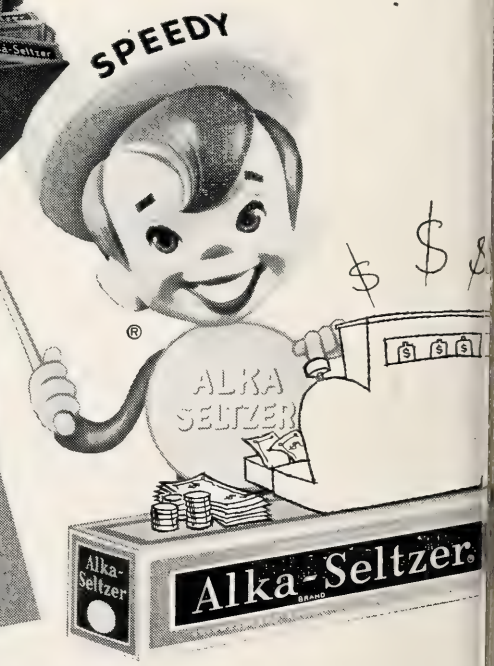


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ELKHART, INDIANA

Partner of the Retail Druggist
For more than 70 years

EXCISE TAX

(Continued from page 319)

latest issue of such since 1945, and comes now at the insistence of Congress which has been prodding the Internal Revenue Service to provide more revenue by improved collection methods.

In 1943 the tax was increased to 20% of the retail price on four types of retail sales: jewelry, furs, toilet preparations, and luggage. On April 1, 1954, the 20% tax on the four previously mentioned categories was reduced to 10%.

Results of Statewide Survey

Questionnaire containing five queries was mailed to all member stores. Questions asked were:

1. Describe system used to record excuse tax due.
2. Do you keep separate totals for cosmetics, jewelry, and luggage?
3. Report percent of total gross sales paid as taxable.
4. Have you ever been checked by IRS?
5. Describe basis of payment.

At the conclusion of this report each of you will be furnished with a copy of the results of this survey along with the latest listing of taxable and non-taxable items. Please refer to them for these interesting results and use the listing as it best applies to your own situation. If you have never been checked, you will probably be interested in a statement by Mr. Frates on the subject. According to him, a Federal auditing and inspection of small accounts goes something like this: Government agents enter the retail drug store. They call for the druggist's records and review them, including the amount of tax collected, purchases made, and present inventory. If the agents are not satisfied that a full and complete accounting has been rendered, they arbitrarily assess a deficiency penalty. In some instances invoices dating back as far as four years are requested for inspection. Here is an example that Mr. Frates points out as having been received from one of the NARD members—"I wish to inform you that the Federal Government has just finished their report on excise tax which they say that we owe for the years 1953, 1954, 1955, and the first six months of 1956, the amount of $1,897.26. When they asked for records to make a check, they asked me for data only on 1955 dealings, but they have made an estimate for the years 1953, 1954, and part of 1956 on the 1955 basis. For several reasons I feel that this is an unfair estimate, especially since for the years 1953 and 1954 I certainly did not do business on the 1955 basis." As to whether or not the experience of this individual compares favorably or unfavorably with those of us who have undergone this audit, only individual accounting can tell.

Committee Conclusions and Comments

When this Act was passed originally by the Congress in 1939, three main objectives were in mind:

(a) To create emergency revenue.
(b) To conserve manpower.
(c) To restrict the use of strategic materials.

With the exception of the word emergency, the need of the first objective is still apparent to all—namely, revenue. The latter two objectives are, of course, no longer necessary, and the fervent hope of all of us is that conditions which prevailed at the time of this bill's passage will never again confront us.

In its original deliberations, Congress indicated that excise taxes would be repealed as conditions warranted. Nine years, however, have elapsed since the President, by executive order, decreed all hostilities ended. The Federal Excise tax remains intact.

Let us consider this matter from the point of simple mathematics. According to Mr. Frates, there are some 52,000 retail drug stores in the total of 400,000 retail accounts selling taxable items and due to collect and remit such tax to the Federal government. Against this, there are approximately 400 manufacturers engaged in the manufacture, production or offering for resale of taxable items to the retail trade. The saving to the government or policing—and this is an ugly word in our country—of some 400 accounts against a possible 400,000 (52,000 retail drug accounts included) is most obvious. There are pressures, however, from many sides to any change of this tax to the manufacturer

(Continued on page 323)



"Sure I'm loaded. Gotta hot salesman!

Works hard all day — no salary, no commission."

Member of the family?

"No-no. Sealtest Ice Cream. So good it sells itself, you know. Fountain sales are 25 per cent of my store's total volume. Folks really go for Sealtest quality."

"Sealtest quality"?

"Sure. Low over-run. High butterfat. Pure, *natural* flavorings. No artificial flavors in any Southern Dairies Sealtest ice cream."

Who's Southern Dairies?

"A division of National Dairy Products Corporation. Local plants all over the Southeast."

And what about—

"Look, friend, I'm busy counting profits. Call up your Southern Dairies plant and put a Sealtest *salesman* on the griddle. One thousand, four hundred and seventeen; one thousand, four . . ."

. . . sells your store!

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TRADE MARK
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Drugs & Cash Stolen

In a mid-July visit, thieves broke into Winston-Salem's Old Town Pharmacy on . C. Highway 67 and stole $1,800 in cash nd checks, several items of merchandise nd a quantity of narcotics.

David Stonestreet discovered the break-in s he opened the store for business. He re- orted the drugs taken included 100 half- ram morphine tablets, 100 quarter-gram orphine tablets and four ounces of tincture opium.

The thieves pried open the front door and nashed a cabinet-type safe.

EXCISE TAX

(Continued from page 321)

vel. Many such arguments to us seem mpletely invalid, but charity and under- anding on our part seem to provoke best gument for such transfer—namely, that long as such taxation must be in effect at it be placed at the level most likely to roduce the most revenue at the least collec- on cost.

From the earliest records of tax collect- g, has always been a most unpopular sk. Our Congress has seen fit to collect xes on approximately 110 individual items their source of manufacture, among these quor, tobacco, matches, sporting goods, ectrical appliances, etc., etc., etc. In spite the opposition to the transfer to the anufacturer's level, we must continue to ress our case.

In the meantime, our individual course clear:

1. Support every organized effort to ansfer this tax to the source which seems ost practical. In the 1956 convention, the ARD adopted the following resolution:

Be it Resolved, That the N.A.R.D. urge at the present laws pertaining to the levy nd assessment of the retail excise tax, so ar as the operators of pharmacies are con- erned, be amended to provide a levy and ssessment of such tax upon the manufac- rer rather than the retailer.'' The .A.R.D. further urged that Congress give consideration to the following:

(a) Eliminate the excise tax on toiletries; OR

(b) Place the tax at the manufacturer's level, OR

(c) Eliminate the tax at retail on articles selling at $5.00 or less.

2. Collect and remit such taxes as it applies to your own particular situation so long as the Act applies.

3. Keep adequate records of inventory, purchases, and sales to support any claim which you might be called upon to substantiate.

4. If deficiency penalty is imposed after audit, advise yourself through your Association of legal recourse due you. The claim for abatement will be heard at the District Director's level and a decision against the merchant may then be appealable by a second method. When an excise tax specialist proposes a deficiency, the retailer may request a hearing between himself, the agent, and a conferee appointed by the District Director. If there is no agreement at this level, the taxpayer is issued a letter giving him 30 days to request a formal conference before the regional appellate division or to pay the tax. If the retailer loses this appeal, he can still go to court. The new appeal system was begun, the IRS has said, to give retailers a route for relief outside the courts. Many retailers in the past paid the assessment because it was less expensive than a suit.

No useful purpose could well be served here by again pointing out that taxes are alarmingly high. All of us realize this fact. If it is simply a matter of assuming our proportionate share as individual taxpayers, we have little of which to complain. When, however, we are compelled to become tax collectors without our consent, another matter emerges. As individuals we must assume our own share of the collective tax obligation, however, burdensome. As members of the only recognized profession offering both ethical and commercial considerations, we must also continue to protest the added burden of becoming tax collectors.

(Continued on page 325)

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EXCISE TAX

Summary of Completed Questionnaires

I. *System used to record excise tax due Federal Government:*

84 use written record; 37 use special key on cash register; 3 use combination of written record and cash register key; 3 pay on basis of invoice and 3 place tax (cash) in special box near register.

II. *Separate totals for (a) cosmetics and (b) jewelry and luggage?*

yes—66; no—62

III. *Percent of total gross sales paid as Federal Excise Tax sales:*

1%	2%	3%	4%	5%	6%	7%	8%	9%	10%
22	17	14	15	9	6	5	1	0	5

Average: 3½%

Other: ½%—4; 3/10%—1; 1½%—3; 2½%—1; 3½%—2; 6½%—1; 7½%—1; 15%—1; 20%—1.

IV. *Records checked by Internal Revenue Service?* yes—23; no—100

V. *Of the 23 records checked by IRS:*

20 paid no deficiency (underpayment of tax due)
3 paid deficiency

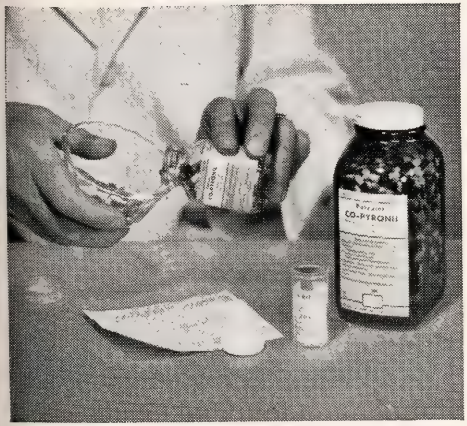
VI. *Basis of payment:* Two paid after compromise; one following bill submitted by agent of IRS (see "3" below.)

1. Paid $4,000 covering a period of four year audit of records.
2. Paid a deficiency of about $20 a month for 4-year period.
3. Paid $10 covering 3-year audit.

(Continued on page 327)

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designed by Raymond Loewy to make Sucaryl part of the "fine things" of the table; slim and sleek, the graceful Sucaryl bottles mark a new departure in functional packaging!

Available now, without extra cost to you or your customers, in the 4-fl.oz. SOLUTION size, 1,000-TABLET or 100-TABLET bottles.

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XCISE TAX

omments by Pharmacists

1. The logical answer to the whole mess—allow the manufacturer or make the manu-acturer include the tax in the cost of the item.

2. In my opinion, if more time were spent trying to get this tax collected by the manu-acturer rather than the retail merchant, we would be far better off and so would the overnment. The persons responsible are certainly fools if they cannot see that a great deal ore revenue could be collected in that manner, much less salaries that could be eliminated hich are now being paid the IRS agents, who only bother the pharmacist and large super-arkets, and pay little attention to the small grocery stores and one-horse service stations. think it is time we pooled our efforts and place this tax on the manufacturer, who has a uch better bookkeeping system than we do. After all, we have done our part and time out is fair play.

3. Am interested in placing the excise tax at manufacturer level, so we will not be othered with it. Lets work with the NARD to this end.

4. We feel that our method of determining tax is the only one that can possibly be curate as it is impossible to keep up with each sale. Even cash register totals must be dded and that can be inaccurate since clerks can fail to tax all taxable items. We figure e taxable items on each invoice at retail and pay tax each quarter on that basis. Of ourse, we are actually prepaying a lot of the tax before it is collected and at least the rrect amount is accurately determined. Our system of inventory control prevents too uch over-payment before collection. The owner or some responsible person must figure ch invoice at retail—it can't be left to an employee who is not familiar with the taxable ems.

5. Until recently, we had been recording each taxable sale on separate ledger. We are w entering taxable items on ledger when received from wholesalers, which will eliminate verlooking some transactions at time of sale.

6. We would like to suggest that the new system we have adopted is practically fool-roof. We have discussed it with the Internal Revenue Officials and they agree it is the etter system. May we suggest that by using the "invoice system," you never have to orry about clerks or pharmacists forgetting or neglecting to record taxable sales. We now through experience it is almost impossible (especially during a rush hour) to enter very Federal excise tax item that is sold. By using the "invoice system," nothing can be issed—and the job can be done at the pharmacists' leisure.

7. We would be 100% in favor of abolishing the Federal Excise Tax listing on indi-idual sales.

8. All excise taxes should be collected at the manufacturers' level. Is there no possible hance of such legislation?

9. Suggestion: Tax or its equivalent should be collected at manufacturers' level.

10. I have heard it said that the IRS expects a certain percentage of the drug stores' olume to be in Federal excise taxable merchandise. It seems to me that this would be an mpossibility because of the varied nature of present-day merchandising, as newer and ore modern stores through diversification handle a variety of merchandise in volume.

One other important question comes to mind: If you customarily extend professional iscounts to nurses and doctors, should you figure 10% on the discounted figure or on the egular retail price? To play it safe, we run our charges and cash sales through our egister at full retail—and I pay Federal excise tax on that basis. This means I am paying ax that I never receive on both discounted cash and charge sales that I never collect. Am justified in this procedure or am I paying more tax than I should? We are using he type of National Cash Register demonstrated at the district meetings.

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Johnston County

Members of the Johnston County Drug ub entertained at a "ladies night banquet" Selma on July 22. Present as special sts, in addition to the wives of the Club mbers, were the physicians and their es of Johnston County.

The address of welcome was by Oliver Fleming, incoming president of the b. Mrs. W. H. Creech responded for the ies and Dr. Wayne Stockdale for the tors.

An illustrated "chalk talk" was presented Bennett Straughn of Raleigh. He was induced by Marshall Sasser.

Master of Ceremonies was B. Paul Woodl of Princeton, the immediate past presiit of the Club.

A delicions charcoaled chicken dinner was ved by members of the Selma Demonstran Club. The program was planned and najor portion of the arrangements made Mr. and Mrs. Grover Creech of Selma.

Columbus County

The Columbus County Drug Club met in dbourn on July 8 with Gerald Hege of iteville as presiding officer.

Ross Davis and Hubert Dameron reported the club's "credit committee." It was olved that a bad credit risk list would be piled by member stores, from which a ster list would be prepared for use by members of the club. Instructions conning use of the list will be made a part the service.

Sam Koonce discussed "prescription pric" and a prescription price survey was ducted, the results of which will be anunced at the next meeting of the club.

Henderson

Members of the Henderson Drug Club met July 14 at Eddie Woolard's "Gayhaven" in on South Lake.

Subjects discussed at a business session, ich followed a dinner, included what to to meet the price advance on Pepsi rup and some intraprofessional relations blems.

Charles Barnette reported on the Pharmacy Management Conference, which he attended. The NCPA Fall Convention Cruise to the Caribbean was discussed.

Wayne County

E. L. Pilkington, public relations chairman, reports The Wayne County Pharmacist Society is now making plans for a meeting to follow the current vacation season.

Membership of the Society is composed of pharmacists, assistant pharmacists, pharmacy owners and any pharmacy student working in Wayne County.

Store Robbed

A small safe estimated to contain $1,000 in cash and a cabinet with an undetermined amount of narcotics was taken in a recent robbery of the Barefoot & Tatum Drug Store #2, 645 Biltmore Avenue, Asheville.

Entry was by way of a rear door, which was forced open. Later, the safe was found near Gaffney, South Carolina, with its hinges knocked off. Papers in the safe had been burned.

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News from Justice

W. H. Andrews, salesman for Justice Drug Company, has been elected president of the Winston-Salem Sertoma Club and will be installed into office in September. Mr. Andrews attended International Sertoma meeting in Chicago the latter part of June.

Mr. and Mrs. P. A. Hayes spent their July vacation at The Breakers in Myrtle Beach, South Carolina. Mr. Hayes in Chairman of the Board of Justice Drug Company.

Mr. and Mrs. S. T. Forrest and three young children spent a week's vacation at Cherry Grove, South Carolina, the second week of July. Mr. Forrest is president of Justice Drug Company.

Mr. Wallace A. Sigmon, pharmaceutical buyer at Justice Drug Company, is back on the job after spending some time out at Cone Memorial Hospital where he underwent surgery.

Mrs. Margaret Riley of the telephone sales personnel at Justice Drug Company, one of the top local women archers participated in the North Carolina Archery Association shoot held at Latham Park.

Cooley, New Lilly MSR

Fayetteville is the territory assigned t George A. Cooley, new representative of E Lilly and Company in south-central Nort Carolina. His employment is announced b G. L. Coaker, field manager of the Raleig area.

Cooley is a native of Virginia, where h became registered as a pharmacist in 195 He was graduated from Warren Coun High School in Front Royal in 1947 an received his Bachelor of Science degree pharmacy from the Medical College of Vi ginia in 1953.

Before joining Lilly, Cooley was em ployed by the Steger Pharmacy in Covin ton, Virginia, and the Trout Drug Co pany in Front Royal. Previously he h spent three years in military service wi the United States Air Force.

He is a member of the Virginia Pharm ceutical Association.

In Fayetteville, Cooley succeeds C. E ward Hixon, who was recently named sup intendent of Lilly's new South Americ affiliate, Eli Lilly and Company of Colo bia, Inc., in Cali.

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Pyridoxine HCl (B6) 10 mg. Tablets
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Pyridoxine HCl (B6) 25 mg. Tablets
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Pyridoxine HCl (B6) 50 mg. Tablets
$7.50 per 100

Reavita Capsules $34.80 Doz. 100s
$28.00 per 1000

Neo-Reavita $36.00 Doz. 100s

Reacaps $25.80 Doz. 100s

Rea-Secal $15.00 Doz. 100s

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WEST DURHAM, NORTH CAROLINA

Weddings

Miss Nancy Marie Walton and Pete Delon eeman in the Front Street Methodist urch, Burlington, on July 20. The bride- oom is associated with the Medical Center armacy.

Mr. and Mrs. J. T. Fields of Laurinburg nounce the wedding of their daughter, bbie Eilleen, to Kenneth Clawson in one on June 1. The young married couple ll make their home in Boone where both e students at ASTC College.

On July 19, Thomas R. Burgiss, UNC armacy School Class of '53, now an em- yee of City Memorial Hospital, Winston- lem, was married to Miss Nancy Kathryn addell, Wake Forest, Class of '58.

Births

To Pharmacist and Mrs. J. Henry Dowdy High Point, a son, J. Henry Dowdy, Jr., June 16.

Adoption

The Ralph W. Smiths of Kinston adopted -month old boy on July 18. He has been ned Ralph Wright Smith III.

Deaths

C. M. MILLER

Clarence M. Miller, age 63, operator of ller Drug Company, Wallace, for the t forty years, died July 19.

Mr. Miller was a native of Catawba Coun- and a graduate of the UNC School of armacy, Class of 1916.

DELBERT E. NALL

Delbert E. Nall, age 64, an employee of sette's and Wilson Drug Company of lson for the past 23 years, died July 14.

A native of Tennessee, Mr. Nall first rked in Goldsboro, moving to Wilson in 5.

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Since 1919

HOWELL HALL HAPPENINGS

It is pleasing to learn from the pharmacists visiting Chapel Hill that each one makes it a point to visit the site of the new Pharmacy Building to "see for himself." Construction is proceeding on schedule. At this writing in the fourth week of July the excavation is complete, and reinforced footings have been poured. Reinforcing steel now rises as high as the main floor. One interesting point was learned from the work schedule which was received recently. The laying of external brick work does not begin until about January 1. In other words, the interior of the total building consisting of reinforced concrete is completed before the external shell is started. Completion of the building is scheduled for August 20 of 1959 to allow adequate time for moving from Howell Hall to the new building for the Fall semester of that year.

Doctor Sigurdur Jonsson, Associate Professor of Pharmaceutical Chemistry, has received a grant to amount $6,085.00 from Smith, Kline & French Laboratories for a research project on The Synthesis of Anti metabolites. The grant includes a researc fellowship for graduate student, Charle Speranza.

Dean E. A. Brecht, Edward M. Smith and Carl T. Bauguess, Jr. had the pleasur and honor of representing the School o Pharmacy at the "Pharmacist of the Yea Award" dinner at Windsor on July 9 hono ing W. B. Gurley, alumnus and a Directo of the North Carolina Pharmaceutical Re search Foundation.

The first post-graduate seminar was spon sored by the New Pharmacy Extension D partment in cooperation with the Universit Extension Division in Chapel Hill on Ju 13 to 15. The subjects in this Pharmac Management Conference were taught by fa ulty consisting of Carl T. Bauguess, D rector of Pharmacy Extension and Edwa M. Smith, Instructor of Pharmacy Admini tration, of the School of Pharmacy an Doctor Joe S. Floyd and Doctor Harold Langenderfer of the UNC School of Bu ness Administration. The classes were he in the air-conditioned seminar room Abernathy Hall. A class of twenty st dents was enthusiastic about the value of t information discussed.

Doctor Sigurdur Jonsson attended t Seminar on Pharmaceutical Chemistry the University of Minnesota during t week of July 13 through 19. This annu seminar for Pharmacy teachers is spo sored by the American Association of C leges of Pharmacy and is supported by t American Foundation on Pharmaceutic Education with a five year rotation of t pharmaceutical specialty areas.

Henry Cheng passed the final oral exa ination for the degree of Master of Scie on July 24. The title of his thesis was Study of Methods for the Determination Plasmalogens."

LIBRARY NOTE

By KATHRYN FREEMAN, *Librarian*

Doctor George C. Bunker, a retired c sulting civil and sanitary engineer of Pa ma, has presented a first edition of B

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We solicit your orders
Our experience of over 70 years
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ein's *Handbucher Organischen Chemise* to ie Pharmacy Library. This edition, which as published in 1881-1883, consists of vo volumes as compared to the present lition which consists of 116 volumes. We re delighted to have this valuable publica- on to add to our collection.

HISTORICAL NOTES

By ALICE NOBLE, *Historian*

Not long ago while we were researching the New Bern Public Library we came ross two items in Colonel John D. Whit- rd's **Historical Notes,** which give inter- ting information about two popular North arolina remedies of long ago.

The first was "Osborn's Soothing Syrup," which is well remembered by New Bernians all mothers within its reach considered it blessing to them for their children." octor Osborn, a native of New York, was highly regarded physician of New Bern rca 1787-1807. He was president of the North Carolina Medical Society for a number of years and a pioneer in public health activities. His remedies must have continued in popularity after he returned to New York in 1807. Some of these days we are going to write a sketch of Doctor Osborn. We already have the data and a photograph.

The second remedy was "Beckwith's Anti-Bilious Pills," which "were once considered indispensable in families in portions of North Carolina. At one time they were handed about at meals as appetizers." Doctor Beckwith must have been in his prime about 1849 since a number of our family letters of that date mention what a grand doctor he was.

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Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-ninth volume, and the first printed copy was "Seeman Printed."



The SEEMAN PRINTERY
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Tar Heel Digest

P. J. Suttlemyre of Hickory was a classmate of Desi Arnez at the Southern College of Pharmacy . . . not the "I Love Lucy" Arnez but his father. Later, Arnez moved from Havana to Coral Gables, Florida where he operated a pharmacy as his son started up the ladder of success.

Another famous orchestra leader who set out to be a pharmacist but shifted into another field: Rudy Vallee.

Joe L. Wear, Jr., Charlotte, is introducing a new cosmetic line . . . Jeunesse Cosmetic designed for women . . . manufactured by a woman. Sterling Drug of Charlotte has added the line to its cosmetic department.

Reinhold Mueller, pharmacist at Man Drug #1 in High Point, has returned to this country following a 10-week tour of Europe. While in Europe, Reinhold, who is a graduate of the School of Pharmacy University of North Carolina, visited the Brussels World's Fair in Belgium.

A new professional pharmacy will soon be opened in Waynesville—the Medical Arts Pharmacy. Martin DeLozier of Maryville Tennessee will be the pharmacist-manager.

Harold Edward Roper, formerly of Madison and Franklin, is now working in Indialantic, Florida with 5th Avenue Drugs.

By the time this issue of the JOURNAL is mailed, four of the ten NCPA District Meetings will have been completed: August 7 in Mount Airy, August 19 in Hickory, August 20 in Gastonia and August 21 in Hendersonville.

The program in each case consisted of a talk by President Welch, "Where Do We Go From Here," and a report by Secretary Smith. A dinner opened each district meeting; the closing part was devoted to an "Open Forum."

Similar meetings will be held in Wilson on September 9 and Burlington on September 10. On consecutive days (September 23-24-25) district meetings will be held in Ahoskie, Greenville and Wilmington.

County chairmen for the meetings are W. S. Wolfe, C. P. Suttlymyre, W. Houser, Wiltshire Griffith, W. R. Adair Jr., Graham White, W. T. Boone, Jarvis Alligood, and W. A. Morton.

Delivery Service

By WADE A. GILLIAM, Winston-Salem

Abstract of one of the Convention's creative ideas discussions.

In discussing the delivery problem, several possible solutions were offered. Various plans which had been used were discussed—and we found that practically every possible method had been tried.

After discussion, it was felt the best plan was to let the delivery service out, under contract, to someone else who would be responsible for all gasoline bills, insurance, and equipment. One or two of our men said they had their own equipment, and felt there was an advantage to carrying the more advertising on their delivery equipment. One, who has a delivery service combined with that of another drug store, said he has his advertising on one side of the car and the other store using the remaining side for their advertising. Another point considered was the high cost of insurance—liability, collision, etc. An observation was made by one of the members, that even though his delivery service is under contract, he carries additional liability insurance since the name of his store appears on the car.

The cost of delivery was discussed. In most instances the cost was running between 25 and 30 cents per delivery. It was suggested that one solution was to keep the cost down by supplying large sizes of items where size was not specified, and, during the telephoned order, to increase the sale through suggested items, special sales, etc.

In cases where equipment is owned by the store, one or two of the men said they had cut the cost of their delivery service through the use of little Oxford motor scooters where they didn't have too many deliveries. Another store uses small Volvo cars. This store's gas bill has been cut in half through their use. Incidentally, if any of you are interested in the smaller cars for delivery use, you might like to read the article on this subject which appears in the past issue of *Business Week*. This discusses purchase price, cost of operation, replacement of parts, etc., of the various makes.

Another point discussed was limiting delivery service to sales of one dollar or more. That's a consideration; however, they put you on the spot sometimes. But this is a very important point. The timing of deliveries is also important. Most of the men in our discussion group have certain schedules for delivery—perhaps 3 or 4 times a day. One store tries to make it every thirty minutes. They operate 2 cars—one running on the hour, the other on the half-hour. One man said he keeps a list of deliveries at the store, and in cases of emergencies, contacts the boy at one of his delivery points and has him check back to pick up the needed medicine.

In summing up—we are interested in a more economical way of offering satisfactory delivery service, and to do this, I feel we can increase our sales, time our deliveries, and watch our equipment to see that it is the most economical kind to operate. In this way, perhaps we can cut that delivery expense down.

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DEPARTMENTALIZATION

(Continued from page 313)

conceived the location of products is made easier for the customer, related sales are encouraged, and the customer is attracted to various departments within the store without prompting by employees.

2. *Low employee productivity.* Last year according to the *Lilly Digest* salary expenses, exclusive of management, represented 10.1% of gross sales in the average drug store or 29% of gross margin. Reduction in this largest single expense of the store, with other factors remaining relatively constant, will produce larger profits for the store. A conservative estimate of idle time spent by an employee is 20% of his working day. Contributing to this waste is the inability to assign personnel exactly in keeping with the peak periods of the store, and the reluctance on the part of the owner to assign definite responsibilities and duties within the store. Managers have a tendency to devote too much time to pressing routine decisions with the consequence that larger policy decisions suffer. Routine day to day duties of the various departments should be delegated to responsible employees. Without departmentalization it is difficult to delegate responsibility for routine duties. The logical breakdown for non-departmentalized stores might be cleaning, buying, inventory control, stocking, and marking and pricing. This kind of breakdown appeals to neither manager nor employee. It is an unrewarding breakdown of duties for the employee. The outcome is that the manager keeps for himself the responsibility of assigning these as he sees the need for them. Departmentalization simplifies the assigning of duties and responsibilities. Departments should be assigned to individuals for stocking, cleaning, inventory control, and merchandising. The salesperson should be allowed to specialize in a limited number of departments, learn the mechanics of the departments well, and not dilute his abilities too far throughout the store. This is not as restrictive for the owner as it may seem. Selling duties should not be confined to any one department necessarily, nor is there any reason that one person could not be placed in charge of more than one department. All employees like to think that their particular jobs are important to the business, and this offers an opportunity for motivation of the employees. Owners should not hesitate to discuss sales, buying, or promotions with his responsible department heads. Employee training is unfortunately a neglected subject in retail drug stores. Most owners realize this, but the amount of material which should be presented is so large that most give up without an attempt to start. Dividing the training into product knowledge and sales training, the owner is able to proceed throughout the store, department by department, with his training. He is able to discuss a department generally, to point out particularly good sales points of products, to compare features of related products, and to present a coordinated sale talk for his employees.

3. *Inventory problems.* The ultimate in inventory information would be to have a profit and loss statement for each item in the store, but, this being obviously impossible a reasonable approach is that of departmental control. Inventory is not a preferred form in which to hold assets. It is subject to fast depreciation and obsolesence; it is not readily redeemable for cash; and it is expensive to hold. It has been established by studies that it costs approximately two cents a month to maintain a dollar's inventory. Money that is tied up in inventory could be used to expand lines of merchandise, to remodel, or take advantage of cash discounts (this alone will yield 36% a year at discounts of 2/10 net 30). Department dollar control will assist in keeping the inventory investment to a minimum. With desired turnover in mind and estimated sales the owner is in a position to keep purchases in line with anticipated sales. From time to time the owner will desire to check the movement of selected merchandise for a period of time. The person in charge of the department could maintain these records for a few products with an expenditure of a few minutes' time a week. The owner is faced constantly with buying decisions. Let us examine the buying for the Christmas season. From summer until Christmas the owner is forced to make decisions concerning his Christmas purchases. Many of the

re made long in advance of the season. What does the manager base these decisions n? Usually they are based on a number f things—general business conditions, anicipated sales, past sales, possibly old inoices, and a lot of guessing. The risk can ever be taken out of buying, but we are terested in reducing this element in the uying as much as possible. Back to our xample again, the owner would set up a epartmental budget after due consideration f all the pertinent factors. He would rive to hold his purchases within the limits etated by this budget, but still he is without information on individual items. For e most popular Christmas items, the canes, the toilet sets, the perfumes, and the ys the owner should keep a record of the nds, prices, and amounts sold during the ason, and, then the following year, he has luable information on which he can base s buying decisions. The records necessary r the salesperson to maintain for this inrmation are simple to set up, and they take tle time to maintain. The lower the level which inventory control can be reduced e more useful the information. Departntal control will work!

4. *Better analysis of store operations is eded.* A drug store operation is a comsite of many quite different types of erations. Involved is some manufacturg, rendering of professional service, food eparation, and the selling of manufacers' original products. Departments perming the varied operations cannot realisally be analyzed together. The owner ould be interested in the contribution of various departments as well as his total urn from the store. Unless information available for departmental analysis the ner is never certain that he is getting the eatest return from the entire store. Los departments can be concealed for years a store with other good profit producing partments. The total operating results y be satisfactory even with profitless detments or lines of merchandise. The untunate thing about this is that with owledge that a department is not proing satisfactorily the owner could often, devoting special attention to it, make it tribute its share to the store's operation. Information on turnover, gross margin, salary expense, sales per square foot, employee productivity, and inventory investment are items among the information that an owner should have for each department within his store. The extent to which departmental analysis is carried out will vary and depend upon many factors. The owner has available national departmental averages for comparison, and these with the past records of his business enable him to pin-point trouble spots in his departments.

5. *Promotional opportunities.* Departmentalization offers unusual promotional opportunities. Properly designed and merchandised departments offer constant in-store promotion through the use of related merchandise and prominent display of nationally advertised products. After contact is made with the customer through one of the advertising media the departments should present an impulse to the customer to buy. Departmental promotion in advertising media can be used to enhance the prestige of a department or to create additional sales for the department. The department can be effectively promoted at the same time that individual items are being advertised.

These are by no means all the reasons for the departmentalization of a store, but they represent the kind of positive results that a store could expect after departmentalization.

STEPS IN DEPARTMENTALIZATION

1. *Decide what departments are needed for the store.* The number of departments which a store will set up will depend to a large extent on the kind of store, its location, its volume, and the amount of control desired by the manager. Individual differences in stores will dictate the establishment of different departments. One store may have an insignificant business in veterinary medicines, but to another store it might represent one of the store's most important departments. Departments should not be established for insignificant groups of products. In "Drug Store Management" by Nolan and Maynard it is suggested that the small store establish a minimum of four departments—prescriptions, candy and tobacco, soda fountain, and other merchandise. The average drug store today is probably sufficiently large to con-

sider six departments—prescriptions, candy and tobacco, fountain, cosmetic and toiletry, proprietary, and sundry. Larger stores will of course require more departments as the breadth of merchandise carried is greater. For greater customer appeal and convenience classifications of products within the larger departments is desirable. For example, under the proprietary departments, classifications might include external preparations, foot remedies, headache remedies, laxatives, tonics, vitamins, ointments, and others. These classifications aid in the orderly arrangement of the department for the customer's convenience, and they are of value to the store in checking the movement of groups of related and duplicated merchandise within the department.

2. *Assign all merchandise to departments.* This presents no particular problem to the store. The paramount rule is to locate related merchandise together. Locate the merchandise in the department where the customer is most likely to look for it. Factors influencing the assignment of merchandise to departments include use, seasonal nature, turnover, and legal or ethical considerations.

3. *Locate the department.* The value of space varies considerably within the store. The desired result is the location of departments in such a manner that the store realizes the greatest amount of sales and/or profits from the particular combination of locations chosen. It is foolhardy to locate low volume demand departments in the best locations in the store for even though the departments may show a staggering percentage-wise increase in sales the space is not going to yield the maximum sales for the store. Strict adherence to the old principle of impulse items up front and the demand items at the back is not necessary with proper departmentalization. Impulse items should be given preferred locations within the departments. In order to intelligently locate departments within a store the manager must know the relative value of the different locations, the potential volume of the departments, the control and supervision required by departments, and the qualified personnel which will be available. Departments should be located so as to reduce the low yield of the so-called "dead spots" within a store. Customers can be made to shop these areas by the use of imagination in the layout and design of departments. Departments should be prominent and properly identified. They should reflect individuality. They should attract customers regardless of the location. Some departments require supervision. The proprietary department for example may be located near the prescription department so that the pharmacist is available for consultation and advice. Location of departments should allow the maximum utilization of personnel. Possibly the cosmetic department is not large enough to keep a person sufficiently occupied in which event the owner may consider locating the baby department near it in order to have qualified help available for both departments and in order to more fully utilize the salesperson's time. The emphasis now seems to be on the square-foot productivity. Space is granted to departments on the basis of their ability to produce the required sales per square foot. The manager should establish sales per square foot amounts for various locations within his store. Those departments which cannot produce them should possibly be reduced in size or relocated. In arriving at the square footage to be given a department the desired sales per square foot can be divided into the estimated and projected potential sales for the department. Surveys are conducted yearly by various groups on the sales per square foot for the various departments, and they are readily available for comparison with the store's departments. The following sales per square foot figures are from the June 30, 1958 issue of the "American Druggist."

5. *Assign departmental duties.* Issue must be taken with the inclusion of this as a step of departmentalization, but it would seem to be justified by the importance of employees to the success of the store. Probably the greatest administrators are the ones who delegate the greatest amount of work. Certainly the more of the routine work that is delegated, the more time the manager has for making important policy decisions and checking the work of his employees. Departmentalization makes this delegation

Department	*Sales per square foot*
Tobacco	$136.13
Candy	83.46
Magazines	113.66
Photo	76.33
Writing	52.04
Liquor	145.85
Fountain	74.06
Cosmetics	57.79
Rx Accessories and Health Supports	70.76
Rx Dept. and Over-Counter Ethicals	103.97
Advertised Remedies	47.72
All other departments	42.12

utine duties easier for the owner. Each partment should have a person responsible r specified duties within the department. hese duties most certainly would include eaning, stocking, marking and checking erchandise, inventory control as desired by e owner, and the duties could be expanded include assisting in selection and ordering merchandise, the handling of the depart- nt's in-store promotion, and advising and sisting in departmental advertising. It uld seem wise to discuss departmental es and sales estimates with responsible rsonnel. There are many facets to a happy ployee, the least of these not being the ility to identify himself with the business d to take a personal interest in its suc- s.

6. *Set up departmental records.* Be- e the owner sets up his departmental ords he should decide what type of infor- tion he would find most useful for the eration and analysis of his departments. ree possible figures are gross margin, ss margin less salaries, and net profit. riving at a net profit figure for each de- tment is somewhat difficult to do due the difficulty in arriving at an equitable ocation of expenses. For those stores ich are able to do this it represents a ter basis for analysis. Gross profit less aries provides the information necessary arrive at a reasonably accurate analysis the department's operation. First, sales st be kept by departments. The first is the identification of the merchandise departments. As part of the checking marking of merchandise some code uld be used to identify departmental merchandise. Most cash registers are now equipped with a sufficient number of keys to enable the owner to segregate sales at the cash register. Cashiers and salespersons should be impressed with the importance of correctly identifying the sales at the cash register. Without this identification the value of departmental records is sacrificed. Recording departmental sales presents no problem, and there are a number of satisfactory methods. Second, purchases by departments must be maintained. No method of segregating purchases by departments will be presented in detail since individual stores can best devise methods which are compatible with their type of operation. Separate purchase orders or invoices for the individual departments may be used. Store purchase order blanks can be devised with columns for purchases of the various departments. This reduces the number of invoices which must be handled. As a last suggestion, small operations can break the invoices down by departments after they are received in the store. This system is time consuming and could not be recommended as a permanent arrangement. Third, inventories must be kept on a departmental basis. These records are necessary regardless of the basis of accounting used or the figures being determined. Other figures will require the segregation of other records of the business.

USE OF DEPARTMENTALIZATION INFORMATION

1. *To increase sales.* Every store owner is interested in increasing sales. Increased sales will result in larger profits, both in percentages and in dollars. Store expenses

are of two kinds: those that vary closely with sales are called variable expenses, and those that vary very little if any with increased sales are called fixed expenses. Because the fixed expenses remain constant over a period of time regardless of sales an increase in sales can often lead to dramatic increases in net profits. This is called the "leverage factor" and is illustrated in an example below.

The Leverage Factor

		1956	*1957*
Sales	$10,000	$14,000	Up 40%
Gross Margin	3,500	4,900	Up 40%
Expenses—Variable (70%)	2,100	2,940	Up 40%
Expenses—Fixed (30%)	900	900	Up 28%
Total Expenses	3,000	3,840	Up 28%
Profits	500	1,060	Up 212%

Departmentalization should help in increasing sales by making possible better selling by the employees, increasing related item sales, and encouraging the customer to shop in the store. It offers further advantage in superior promotional opportunities for the store.

2. *Buying, budgeting, and inventory assistance.* Budgets should be prepared for each department. Information from the departmental records will assist in the making of realistic budgets and the maintenance of satisfactory inventories.

3. *Departmental Analysis.* Information from the departmental records forms the basis for departmental analysis. The results of the departmental operation should be compared with national averages. This is not sufficient, but these averages do offer some yardstick of comparison with a large number of stores. Probably of more importance is the comparison of the department's results with those of previous years. These figures give a trend for the department and the percentage figures can be compared with those for the store as a whole. Among the figures to be compared are the following:

a. *Sales.* Sales should be checked to determine the yearly increase. The owner should determine the reasons for a department's failure to keep up the store's average increase in sales.

b. *Gross Margin.* The owner should search for reasons contributing to a gross margin lower than that anticipated for the department. Significant leaks in the department will result in a lower gross margin than projected for the department.

c. *Turnover.* The owner should constantly strive to improve the department's inventory turnover. Low turnover indicates poor use of the business' inventory investment. Some possible reasons for low turnover are large excesses of unpopular sizes or price lines, inventories that are too large for the store's sales, buying is too infrequent (too many deals), or the presence of large reserve stocks.

CONCLUSION

Departmentalization is no panacea for the ills of retail pharmacy just as no other single part of management can offer a cure-all solution. Properly done it does enhance the attractiveness of the store for the customer. No store owner should be satisfied with his present arrangement if his customers do not shop in the store. If his store does not offer appeal enough for the customer to wander through the store, to look, and to examine his merchandise, it will fall far short of its sales potential. The store that is depending on sales based only on those items which the customers come in to buy is missing a golden opportunity to increase the average sale in the store. Departmentalization offers analytical possibilities which are becoming increasingly important as the cost of doing business continues to rise. Departmentalization requires that the owner be alert and that he be willing to devote time to improving the operation of the store, but for those willing to do this the financial rewards will make it worthwhile.

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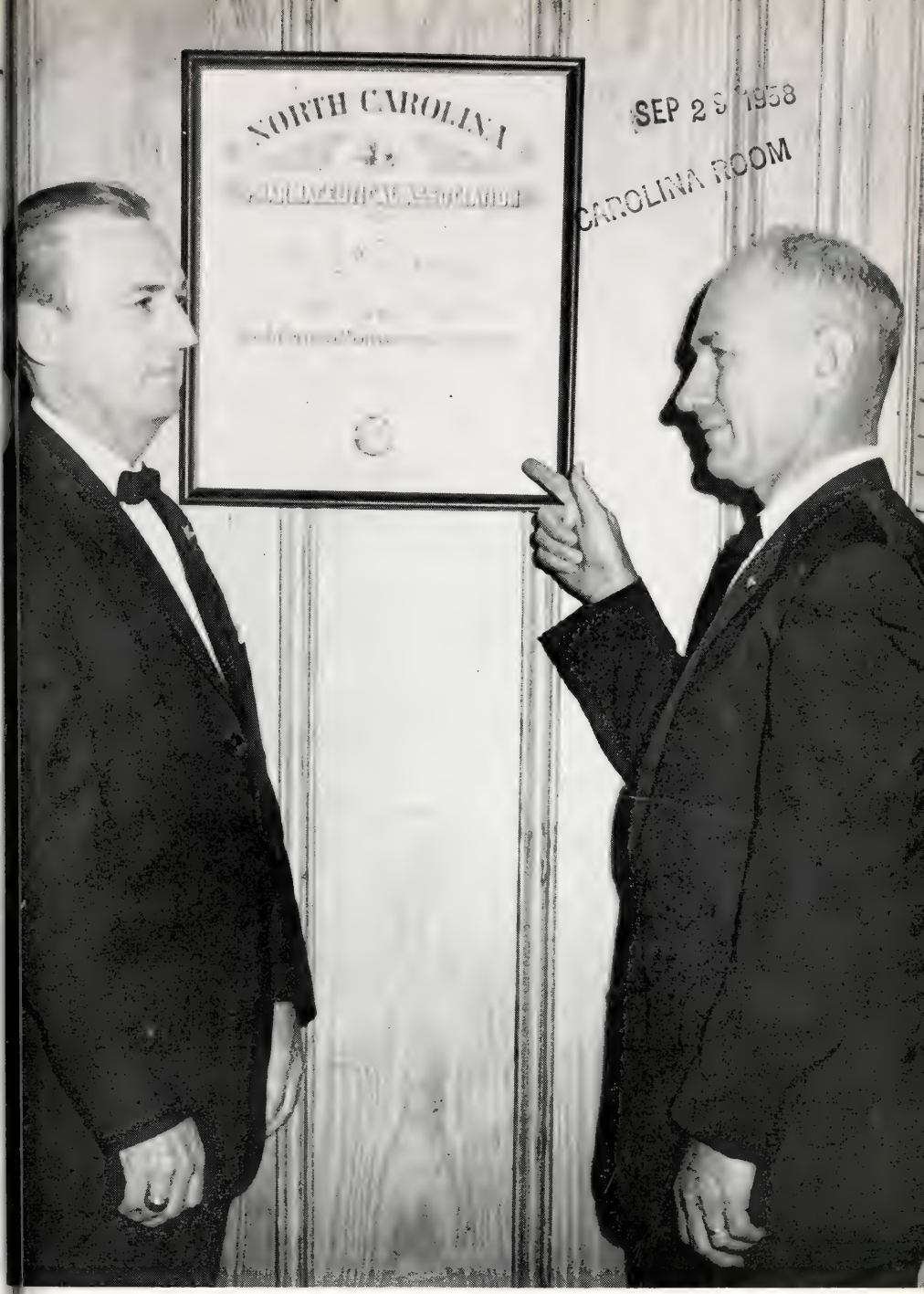
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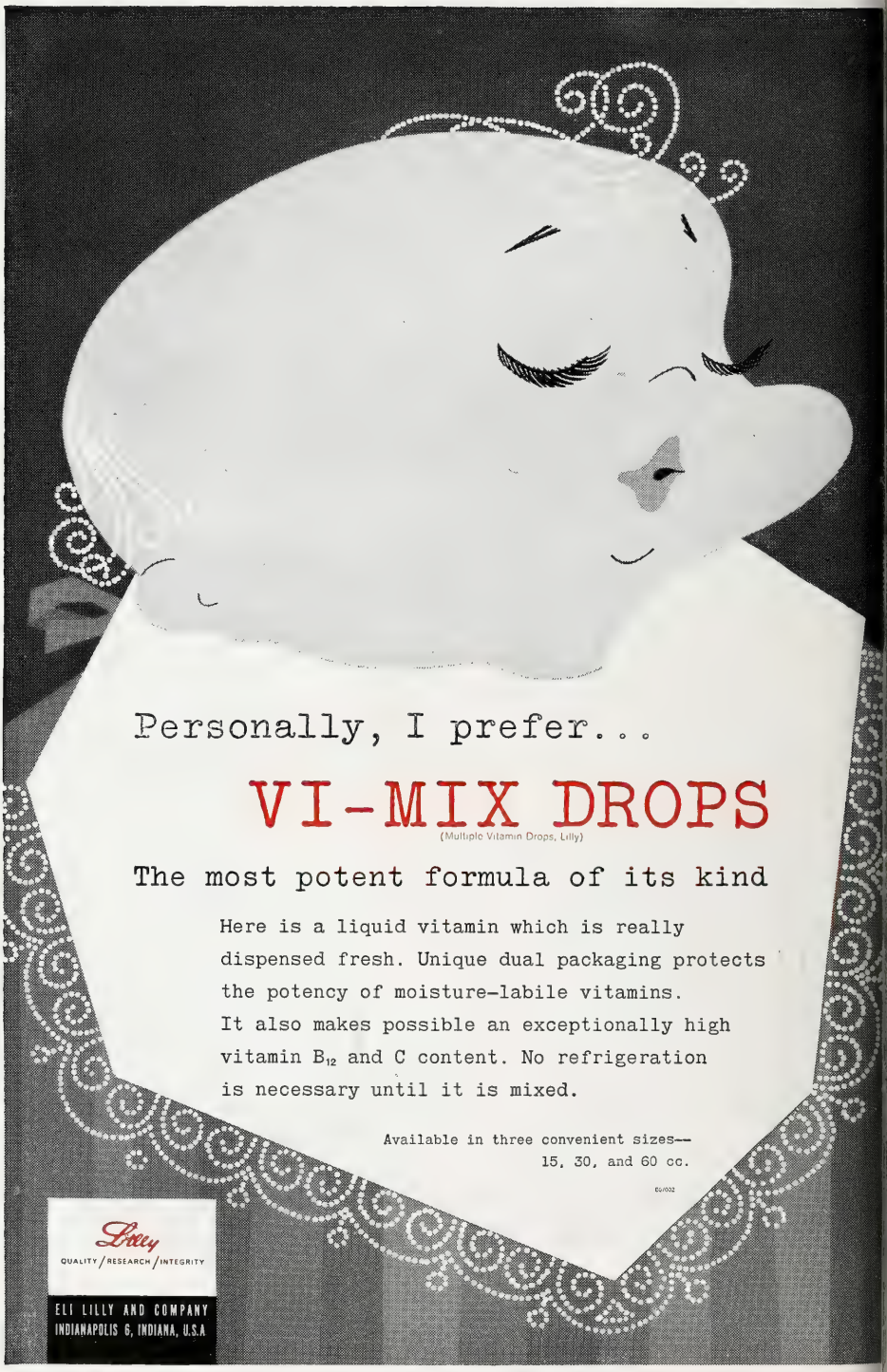
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Volume XXXIX SEPTEMBER, 1958 Number 9



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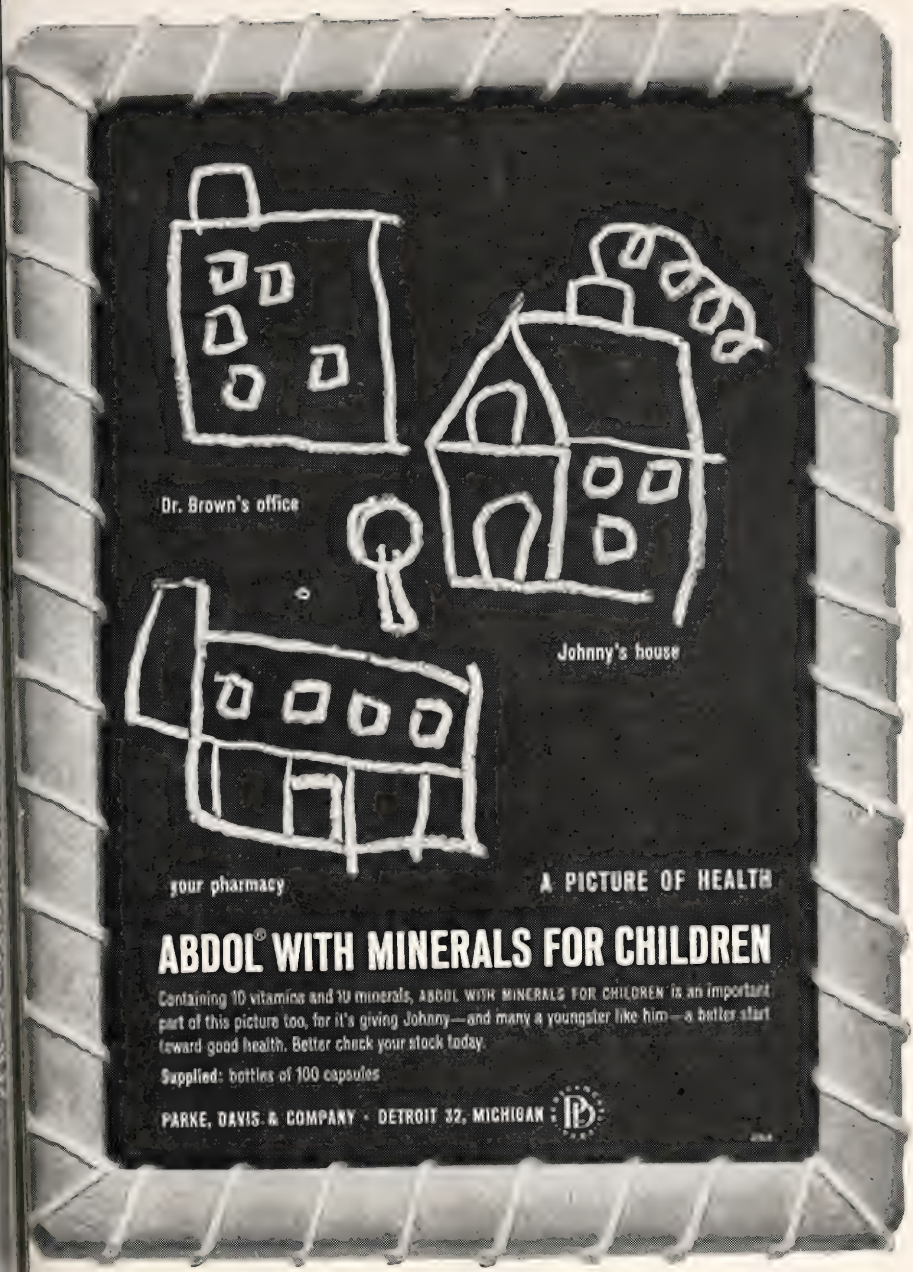
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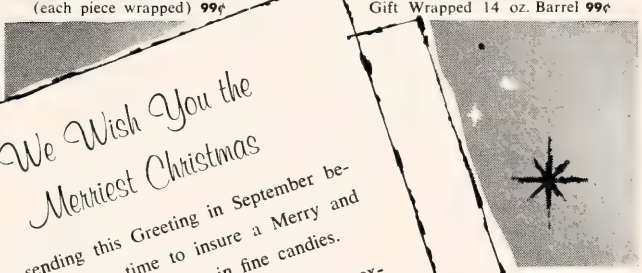


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The Carolina JOURNAL OF PHARMACY

September, 1958

VOL. XXXIX No. 9

★

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NARD Launches Public Relations Program

The National Association of Retail Druggists has launched a much-needed and highly commendable program of public education to alert the public to the services of pharmacy and to spotlight the pharmacy as a major health center. Included in the program to be directed by an experienced public relations firm will be speeches of all kinds, publicity releases, literature, radio recordings and television scripts and films.

The program will concentrate heavily on the local aspects of publicity and public relations in local weekly newspapers and radio stations. Pharmacists will find the material easy to "localize"—an important element in the effectiveness of any nationally-developed public relations program.

In commenting on this expanded program of the NARD, John W. Dargavel, executive secretary of the Association, said:

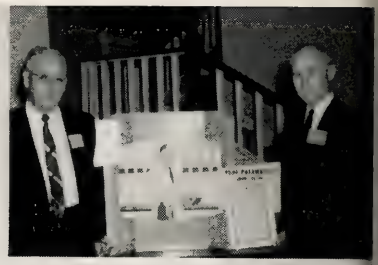
"We know that large segments of the public too often consider us as merely another retail merchant and not as a professional man or woman. This program, among other things, will convince the public that we are indeed responsible, reputable, highly-skilled and carefully educated professional men and women who are vital members of the community health team, working closely with physicians, dentists, nurses and public health officials."

In addition to building the prestige of the individual pharmacist, the program will strike hard on such vital subjects as the dangers of promiscuous and unregulated distribution of medication, the great dangers of self-medication and the extreme threat to human health and safety posed by the purchase of drugs and medicines from anyone other than a pharmacist.

The NARD is going to considerable expense to provide necessary "tools" for an effective public relations program at the local level. Obviously, the effort and the expense will be wasted unless there is follow-thru on your part. Hence, when a public relations item is released by the NARD, study it; learn how to adapt it for most effective use in your own community. By so doing, you will not only assist in strengthening the importance of the pharmacy as a community health center but at the same time you will enhance the professional prestige of yourself and all pharmacists.

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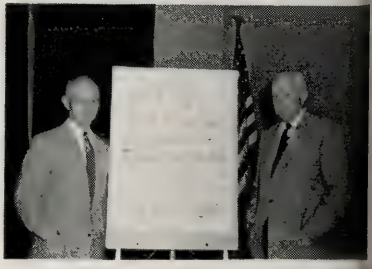





HOMESTEAD











NCPA District Meetings Underway

Four NCPA District Meetings were held ring August at Mount Airy, Hickory, stonia and Hendersonville and five are eduled for September in Wilson, Bur- gton, Ahoskie, Kinston and Wilmington. The district programs open with a talk NCPA President Welch entitled, "Where We Go From Here?" then an illustrated ort by Secretary Smith is presented. e concluding part of the program is de- ed to an Open Forum, during which time blems of special interest to the phar- cists are discussed.

Local arrangements have been or are be- handled by meeting chairmen, who se- e the meeting place, arrange the dinner l introduce the speakers. This impor- t responsibility has been delegated to se members of the Association: W. S. lfe, Mount Airy; C. P. Suttlemyre, Hick- ; W. H. Houser, Gastonia; Wiltshire ffith, Hendersonville; W. R. Adams, Jr., lson; Graham White, Burlington; W. T. one, Ahoskie; A. L. Hogan, Kinston and A. Morton, Wilmington.

Attendance at the first four district meet- s was 110, with longest distance traveled zes going to Roger Sloop of Winston- em, Dale M. Shepherd of West Jefferson; S. Brinkley of Kernersville; Ronald Aus- of Sylva and Bruce Hawkins of Bryson y.

District 9 (Hickory) and District 10 endersonville) endorsed President Welch's ommendation that Board of Pharmacy mbers be selected and elected on a trict basis, so as to provide equal repre- tation of all sections of the state.

Subjects discussed during the Open rum covered a wide range of topics, ying from drugs returned for refund credit to the effect of establishing armacies in super markets. Considerable cussion centered on the growing prac- e of MDs designating that name of drug placed on label.

At the Gastonia meeting, Charles D. Blan- , Jr., of Kings Mountain was inducted o the North Carolina Academy of Phar- cy, and in Hendersonville, Mrs. Virginia llahan was presented a certificate from the NCPA "in recognition of exceptional meritorious service to the advancement of public health and welfare."

On their western trip, President Welch and Secretary Smith got as far as Fontana; traveled 950 miles to and from Chapel Hill. Mrs. Welch, Mrs. Smith and Allen, son of Mr. and Mrs. Smith, assisted with the district meeting registration.

It is anticipated the ten district meetings will be attended by more members of the Association than normally register at the annual convention. In one instance, a member, so impressed with the manner in which problems were discussed at the local level, recommended the annual convention be cut to one day (for transaction of necessary business), with more time and effort being devoted to an extension of the district plan of meetings.

President Welch Visits the Districts

Reading, top, left to right:

(1) Near Pilot Mountain. (2) With W. S. Wolfe at Mount Airy meeting. (3) Roger Sloop of Winston-Salem and Robert P. Wolfe of Mount Airy at District 8 meeting. (4) Mr. Welch boards Tweetsie for a quick 3-mile trip thru the mountains. (5) Near Blowing Rock. (6) With Claude Suttlemyre, chairman of the Hickory meeting. (7) With W. B. (Bill) Houser of Cherryville, who was chairman of the Gastonia meeting. NCPA membership goal of 100 new members for year has reached 98 point, as indicated by thermometer. (8) Robert H. Milton of Salisbury and President Welch discuss the state's prescription average. (9) Wiltshire Griffith, Sr., chairman of the Hendersonville meeting, with Mr. Welch. (10) Mrs. Virginia Callahan of Asheville receives certificate (center) "in recognition of exceptional meritorious service to the advancement of public health and welfare." A nationally distributed pharmacy student recruitment bulletin, using Mrs. Callahan as an example of successful women pharmacists, will soon be available.

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TAR HEEL DIGEST

Following favorable action by the Thomville Zoning Board, a new $100,000 doctors' building is to be erected in Thomasville this fall. Space is being provided for offices for six physicians and a pharmacy.

* * *

A new department to serve the medical needs of dogs, cats, birds, and other small pets has been established in Belmont by Catawba Pharmacy.

* * *

D. D. Winstead, a '58 graduate of the UNC School of Pharmacy, is working in Wilmington with Toms Drug Company.

* * *

A special exhibit centered around the theme, "Hospital Careers," was sponsored at the Rowan County Fair in Salisbury by the Rowan Memorial Hospital. Oscar J. Rogers, chief pharmacist at the hospital, helped arrange the exhibit and included material relating to hospital pharmacy. It is estimated 45,000 persons attended the fair.

* * *

Russell G. Sigmon, Jr., newly released from military service, is employed by the D & W Drug Company, Newton.

* * *

Ernest L. Foss returned to the state from Riverside, Viriginia as an employee of Tayloe Drug Company, Washington. For a number of years, Mr. Foss was associated with the Black Drug Stores in Kannapolis.

* * *

Pharmacist J. Fleming Lovett has been named to the Liberty School Committee by the Randolph County Board of Education. He is associated with his brother, Herbert, in the operation of the Liberty Drug Company.

* * *

C. O. Huntley was in charge of a recent program of the Lenoir Rotary Club. A Lederle Labs motion picture, "For More Tomorrows" was shown.

* * *

W. M. Howard, an employee of Ogburntown Pharmacy, Winston-Salem, for the past five years, has moved to Rural Hall where he will assist B. G. Warren in operating Warren's Drug Store.

* * *

C. E. Mitchell of Highlands recently celebrated his 25th anniversary with the Highlands Drug Store, which was enlarged in the early spring, new fixtures added, semi-open prescription installed and other improvements still underway. The pharmacy is at approximately 4,000 feet elevation, a record for the state.

* * *

E. M. Morris of Brevard has opened a professional prescription shop in the building which housed Long's Drug Store for many years. Since Fred Holt sold Long's some years ago, the business has been operated as a soda shop and sundry store by S. E. Varner, Jr.

Mr. Varner has announced plans are underway to double the floor space of his pharmacy—Varner's Drug Store—located on the corner of Broad and Jordan Streets. An adjoining building has been taken over to provide the additional space need in the expansion program.

* * *

Robert F. Harrison of Broadway has resigned as pharmacist with the Broadway Drug Company and will do relief work for several months.

Success Formula: Hard Work

Walk into Mann's store No. 1 at 104 N. Main Street anytime and ask for D. A. Dowdy, president and treasurer of the 10-store chain.

You'll get told his "office" is on the second floor. But you will hardly ever find him there.

Dowdy's real "office" is three chairs that line the wall at the back of the store.

For, in his 50 years in the drug business in High Point, Dowdy has always aimed at providing the "personal touch" in his business. Rather than be stuck "up there" in his office, the dynamic 61-year-old community leader would rather keep in touch with the people that stream through his store.

The reason for this attitude is simple, and it helps explain some of the success that the Mann chain is enjoying.

"I love my work more than anything. I'd rather be here in this drug store on Main Street than anywhere else," Dowdy explained recently.

His work is his real love, even through the years when it was hard and called for toughness.

"Tried golf once for a hobby," he stated. "Didn't work. Made me more tired than my job ever had."

Randolph Native

Born the seventh child in a Randolph County family, Dowdy has known much hard work. And he's proud of it and what it has accomplished.

I've worked 100 years in the drug store business," Dowdy is fond of telling people who come in to talk.

"50 years in the day, another 50 in night."

When the Dowdy family came to High Point in 1904, "D. A." was only seven. "Back in those days," he recalls, "we didn't even have a cook stove. Food was prepared over the fire for the large family."

In 1908, Dowdy got his first job with the old Green Drug Store. The 11-year-old was billed as the "handyman."

The creed of personal service started back in those days of his having to go out and feed the ponies for the customers, as pari of his job.

Hard work began with the first job a Green's also. The Mann's head can recal working afternoons, nights and Sundays dur ing his high school days.

Dowdy worked at Green's for about 1 years, leaving to go to the University o North Carolina Pharmacy School in 1916-17 He became a registered pharmacist in 1917 then spent the year with Lexington an Salisbury drug stores before returning t High Point.

On Aug. 12, 1918, Dowdy came back t the city. In a few weeks, he will mark hi 40th consecutive year in the High Poin drug store business.

(The original Mann drug store opened it doors in 1903, marking the 55th anniversar this year.)

Dowdy worked at the Mann store unti 1924, when J. D. Mann died. He then bough out the founder's interest and became owne and manager. Within three years, the se ond Mann store was opened, at 602 N. Mai Street, just a few doors down from the sit of the present Mann No. 2.

And, in 1931, the Dowdy-owned Man Drug Co. bought out the Harvel Drug Sto in Thomasville, and set up shop at th corner of Salem and Main Streets in th center of the Chair City.

With the expanding business in the la '20s, Dowdy took a wife, the former Io Perryman of High Point, in February 192 The Dowdy's, now living at 228 Woodro Avenue, have two sons, Henry, 29, an David, 25.

The love of the drug store business now combined with Dowdy's pride in h sons. Both are vice-presidents of the fir are registered pharmacists and are bo coming into their own as important figur in the operation of the chain.

To commemorate the 55th annive sary of the Mann Drug organizatio The High Point Enterprise carrie (Aug. 6) a special 12-page section d voted to a history of the chain.

The chain operates stores in Kannapolis, dsville, Burlington, Sanford, and only ently closed down a Greensboro store.

The land has just been purchased for an neboro store, and it is hoped that it will in operation Jan. 1 next year, the 11th nn Drug Store.

Growing with the community which he served, Dowdy is now a trustee of First thodist Church, a member of the Kiwanis, son, Shriner, Redman and Junior Order eties. Dowdy has served as a member the High Point housing authority since inception, and has been chairman of the up for the past 10 years.

Today, with the celebration of Mann's n anniversary, and his own 50 years in drug store business, D. A. Dowdy still s the same way about running a store. ersonal service is the important thing,'' will tell you.

t was back in the days when, for inice, ice cream was made in Richmond, there being no North Carolina plant shipped to the railway express office ked in ice. And it still is today, in the of the supermarket drug store.

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YOUR *Buy-Word* FOR LABELS*
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400 Pharmacists Now Needed in N. C.

UNC PHARMACY SCHOOL PLANNING TO DOUBLE ITS ENROLLMENT IN FUTURE

By ROBERT H. BARTHOLOMEW

At the present time there is an urgent need for some 400 additional pharmacists in this state and steps are being taken at the University of North Carolina to remedy this shortage.

A new building to house the UNC School of Pharmacy is now under construction and will be completed next summer. This fall the Pharmacy School will accept a capacity enrollment of 60 freshmen and 15 transfer students.

Next fall, when the new building is completed, the school will be in a position to double its enrollment. A total of 120 freshmen and 75 transfers may enroll. At the present time the school's capacity is 240 undergraduate students. When the new building is completed 473 undergraduate students may be accommodated.

The term "transfer student" refers to a student who has completed the first year of college work leading to a bachelor of science degree. This type of student will be admitted to the UNC School of Pharmacy as a sophomore and will be awarded a degree of bachelor of science in pharmacy on the satisfactory completion of three years of study in the Pharmacy School.

Pharmacy is a profession that is open to both men and women. One out of every 10 pharmacy students is a woman and this percentage is growing throughout the United States.

While many persons think of a pharmacist as the genial operator of the neighborhood drug store, there are many fields in pharmacy other than that of a retail pharmacist. However, it is true that 85 out of 100 graduates of pharmacy schools do go into retail pharmacies.

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Hospitals throughout the state and nation ploy pharmacists as regular staff mem- rs to operate the hospital pharmacy. The ties of hospital pharmacists range from mpounding prescriptions and being a armaceutical consultant to doing research th radioisotopes under the direction of e Atomic Energy Commission.

Other pharmacists seek a career in in- strial pharmacy. In this field they will l with marketing problems, hold down executive job, write technical articles out new pharmaceutical products or do ge scale compounding of drugs.

Another field in pharmacy is that of a vice representative for large pharmaceu- al firms. For short, these men are general- called "detail men." The detail men l on doctors and pharmacists to give m the details of their company's prod- s. They also sell pharmaceutical prod- s to retail stores, hospitals and drug olesalers.

As the field of pharmacy broadens, more l more people are needed to teach phar- cy. Seventy per cent of the faculty mem- rs of the UNC School of Pharmacy hold or more degrees from the school in ich they teach. The total faculty of the NC Pharmacy School also have been nted pharmacy degrees from eight other ools of pharmacy aside from the UNC ool.

Another growing field in pharmacy is that government service. Some 500 pharma- cists are employed by the Veterans Adminis- tration alone. Other federal government positions are with the Food and Drug Admin- istration, the Bureau of Narcotics and the U. S. Public Health Service. Many phar- macists serve as regular commissioned of- ficers in the U. S. Armed Forces. Also, many state and municipal government bu- reaus employ pharmacists.

There are two steps to be taken by the young men and women who are thinking of a career in pharmacy. They may write the UNC School of Pharmacy for information and they may talk with the pharmacists at their neighborhood drug stores.

The School of Pharmacy will send full information to any prospective student con- cerning a pharmacy education. Such items as curriculum, tuition, requirements for ad- mission and scholarships and loan funds will be covered.

Any of the neighborhood pharmacists will tell prospective pharmacists what they may expect in regard to working condition, sal- ary, hours and other important aspects that enter into the life of the professional phar- macist.

The oldest known written records con- cerning pharmacy date back to 2000 B. C. The University of North Carolina opened its doors to students in 1795 and in 1959 the present UNC School of Pharmacy will be able to double its enrollment, another chapter in this history of pharmacy in North Carolina will be written.

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Employed in Fuquay Springs

Joe Carroll Myers of Clayton has accepted a position as apprentice pharmacist at Johnson's Drug Store, Fuquay Springs.

A native of Gastonia, Mr. Myers graduated from the Medical College of Virginia in June with a BS degree in Pharmacy.

Returns to Kinston

Lt. Hatherly Cory Paderick, after several years of military service, primarily in Italy, returns to Kinston as pharmacist with G. L. Sewell, Sewell's Pharmacy.

Kenneth E. Moore, who has been employed by Sewell's, has accepted a position in LaGrange.

New Pharmacy for Faith

Alvin E. Morris, Jr. of Camden, South Carolina will manage the new pharmacy just established in Faith, North Carolina, which will operate as the Faith Drug Company, Inc.

A native of North Augusta, South Carolina, Mr. Morris is one of three owners of the business. The others are J. J. Barger and H. A. Peeler, both of Faith.

Mr. Morris is a graduate of the School of Pharmacy, University of South Carolina, Class of '57. He was registered in South Carolina last year and in North Carolina in June, 1958.

The establishment of the pharmacy and the location of a doctor in the town resulted from activity on the part of the community, which was planned and carried out under the title, "Operation Medical Care."

To Black Mountain

Stephen Roberts, formerly of Marshall and Mars Hill, has accepted a position with the Key City Pharmacy of Black Mountain.

Following preparatory studies at Tennessee Military Institute and Wingate Junior College, Mr. Roberts graduated from the School of Pharmacy, University of North Carolina, and received his license to practice pharmacy in the state early this year.

Research Grant

Dr. Sigurdur Jonsson of the University of North Carolina School of Pharmacy has received a $6,085 research grant from Smith, Kline and French Laboratories.

The research project will be on "The Synthesis of Antimetabolites." The grant includes a research fellowship for Charles Speranza, a pharmacy graduate student.

Grateful for Mellin's Food

A grateful family in Durham extends thanks to the following firms for sending packages of old-style (mfr. in Boston) Mellin's Food:

Albemarle Drug Company, Albemarle; Ideal Drug Store, West Asheville; Rosemary Drug Company, Roanoke Rapids; Burlington Drug Company, Burlington; Leggett & Davis, Edenton; and Woodard Drug Store, Princeton.

The family will buy any quantity of the old-style Mellin's Food at $1.00 a bottle. Mail to NCPA with your bill.

Pharmacist Available

John D. Wood, a graduate of the UNC School of Pharmacy and licensed pharmacist (1955), now a commissioned officer of the Navy, expects to return to civilian pharmacy in December.

Persons interested in employing a pharmacist are asked to communicate with Mr. Wood at 150 Swanson Road, Norfolk 3, Virginia.

Mr. Wood is a native of Wilmington and has had retail pharmacy experience in that city. He was employed by a hospital pharmacy in Greensboro at the time he entered military service.

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Rx for Prosperity

While many a merchant is scouting around for new products to put pep in his sales, lots of the nation's drug stores are finding a new lift in an old line. These happy druggists, elbowing their way through stacks of magazines, camping equipment and toys, have rediscovered prescription drugs.

Some druggists are so enchanted by rising drug sales that they're actually kicking out that long-time earmark of the corner drug store—the soda fountain—to make room for more pills and powders. And in most new or remodeled stores, the prescription counter is being pushed out to a more prominent position.

The reason is not hard to find. Prescription sales last year totaled $1.7 billion, nearly four times the total for as recent a year as 1947, and another gain seems sure even in this recession year of 1958.

"Most Important Trend"

Says Justin Bart, president of big Rexall Drug Co.: "Prescriptions are the life blood of our business. Along with self service, the increased emphasis on prescription sales is the most important trend in our business."

A few of the moves Rexall requires of its company-owned stores and recommends to its 11,400 franchised dealers:

Move the prescription counter up front where every customer can see it. Raise the prescription department eight inches above the main floor—to show it off and to permit the pharmacist on duty to boss store operations.

Pay more attention to drug displays by use of colorful containers and catchy signs.

Drug stores both inside and outside the Rexall fold are finding this good advice.

Walk off the street into the air-conditioned atmosphere of Walter's Drug Store in Torrance, California, and the first thing you'll see in the large general merchandise store is a brightly-lighted prescription counter, raised on a platform above the rest of the store. In Clarksburg, West Virginia, another enterprising druggist, Clark Selby, has abandoned everything but prescriptions; for customers' comfort the front of his store is deeply carpeted. And in Ventura, California, the Midway Pharmacy is featuring a drive-in prescription window.

A Growing Share

Not only are prescription sales rising—they're also accounting for a steadily growing share of the druggists' total business. Lumping all drug stores together—big and little, chain and independent—prescriptions now account for 25.2% of total store sales, up from 21.1% in 1953 and from a mere 16.2% back in 1947, according to *American Druggist*, a trade magazine.

By contrast, during the last five years the tobacco department declined in percentage of total drug store sales from 6.8% to 5.8%; fountain sales from 12.5% to 10.6%, and toiletries from 10.7% to 10.3%.

Helping to push up prescription dollar volume has been a swift rise in the price of the average prescription. According to figures compiled by Eli Lilly & Co., big drug maker, the average prescription in 1942 cost 99 cents. By 1947, the figure had risen to $1.41. And by 1957, according to the *American Druggist*, the average American was shelling out $2.93 each time he had a prescription filled.

To a large extent the upswing is explained by inflation; a dollar, as everyone knows, just doesn't buy as much as it did in that early World War II year of 1942. But that's only part of the story. Modern medical research has developed a lot of new drugs for sufferers who a decade or so ago simply would have had to grin and bear it or just plain bear it; some of these new drugs are costly enough to give a hefty upward push to total prescription sales. And, with swiftly rising individual incomes, doctors are more free to prescribe more of these expensive drugs.

(Continued on page 358)

Reproduced by special permission of the Editor of The Wall Street Journal, July 30, 1958. Rx for Prosperity was written by Gordon McKibben.

RX FOR PROSPERITY

Pharmacists' Wages

Still another factor tending to push up prescription prices: The pharmacist's own wages. In southern California, for example, a pharmacist with a fresh professional degree can command a starting wage of as much as $4 an hour, compared with a top of $2.50 as recently as 1947.

A spokesman for big Thifty Drug Stores, Inc., a Los Angeles-based chain, figures the average pharmacist at Thrifty pulls down $10,000 a year, figuring in fringe benefits, for working a 40-hour week.

Just what a druggist charges for a prescription, however, depends a lot on competition. Charles K. Jewell, who operates an independent drug store in Duarte, California, and heads a pharmacists' trade group in his area, includes a fixed charge on every prescription he fills—and is trying to encourage other druggists to do likewise. He adds to the cost of materials a 40% markup, plus a flat fee of $1.25 which, he says, is supposed to offset overhead, such as rent, light and labor. Irving Kelly of Bangor, Maine, adds 40% to wholesale drug costs and lets it go at that. Other druggists fiddle with pricing charts prepared by pharmaceutical trade journals.

But many druggists to the distress of their colleagues, are simply out to undersell the competition. "We will not be underpriced by any prescription department anywhere," trumpets a placard in the window of a Covina, California drug store. Another large California store recently was selling Miltown, a popular tranquilizer drug, at 50 cents below the store's cost, counting on more than offsetting any loss through increased sales of other items to its harried customers.

Seeking more room to stock the fast-rising number of drugs (new drugs have been rolling out at a rate of some 400 a year for several years), many a druggist has heaved out his soda fountain.

Of the some 53,700 drug stores in operation at the end of 1957—4,858 chain outlets and the rest independents—about 29,000 had fountains. Industry officials figures the fountain figure has fallen about 5,000 in the past five years, while the total number of stores has changed little. And they predict there will be 2,000 fewer fountains by the end of 1958.

Walter Michaelis of Torrance, California didn't bother to put in a fountain when he built his new store (Walter's Drug Store) a few months ago. "With prescription sales so much higher," he says, "I don't think fountains are necessary any more. They're dirty and smell bad. And besides, druggists don't know the first thing about running fountains."

"We haven't seen a drug store built in the last year and a half with a fountain in it, and that's good," says Gail Knight, an official of Brunswig Drug Co., a Los Angeles wholesale drug firm which helps independent druggists plan their stores. "Druggists should stay in the drug business."

High Labor Costs

While the search for space for drugs is a big reason for ditching the soda fountain there are others. Labor costs are high; it often takes more people to run the fountain than all the rest of the store. A fountain requires constant supervision: A careless clerk who puts an extra dip of ice cream in sodas may well push the fountain into the red.

Other non-drug items, such as cosmetics and camera film, present no such problems so most profit-minded druggists are showing no inclination to get rid of them. But even the big general merchandise outlets of such chains as Rexall, Whelan Co. and Walgreen Co. are beefing up their prescription departments, too. Chicago-based Walgreen reports its prescription business is "one of the fastest-growing departments" in its 400 company-owned stores and nearly 1,800 affiliated units around the nation.

Says Walter Lillie, Rexall treasurer: "Gross profits in the prescription department are the highest in our stores."

Most independent druggists also report their profits from prescriptions, as a percentage of sales, are as high or higher than those from any other department. "I net about 6% on prescription sales," says Paul Kalemkiarian, a Los Angeles pharmacist who concentrates heavily on such sales. "I couldn't even come close to that on general merchandise unless I had a big enough store for self service."

Inventory Problems

The prescription business, however, is not without its drawbacks. High on the list: Inventory problems.

James Bracken, a young Seattle pharmacist, estimates there are between 22,000 and 23,000 items that a doctor can prescribe for a patient. If a druggist isn't careful, he's likely to find himself loaded with a lot of slow or non-selling items.

"You can really get stuck with expensive antibiotics and out-of-date products," says a southern California pharmacist.

Duplication of drugs adds to druggists' inventory problems. The same drug often may be marketed by several drug makers, yet a doctor may prescribe the drug carrying the trade name of a specific manufacturer. "If you can't deliver," says a New York druggist, "the customer goes somewhere else."

"The only thing to do," says Mr. Michaelis of Torrance, California, "is to stock the various drugs and depend on a high volume of business to whittle down the inventory."

The Cost of Drugs

The *Winston-Salem Journal*, in an editorial appearing in the paper on August 12, had this to say, in part, regarding the Government's antitrust actions involving polio vaccine and antibiotics:

"Any complaints the ailing members of the public may have over the cost of modern drugs must be balanced by the thought that many of those drugs were discovered and developed in the laboratories of the pharmaceutical corporations. To a great extent, the high profit margins which the successful new products can command is the incentive behind that work of discovery. For that reason, it is important that the outcome of the polio vaccine and antibiotics cases rest strictly on their legal merits, and that the companies involved not be penalized simply because they are making a lot of money. No one would gain from an overzealous intepretation of the antitrust laws that had the effect of drying up the sources of new and better drugs."



everyone
goes for
Pine State
MILK



ICE CREAM





PROFIT
FROM
THIS
EXPERIENCE

Pine State

North Carolina's Choice
Since 1919



Mr. Kelly E. Bennett
Bryson City Drug Company
Bryson City, North Carolina

Dear Mr. Bennett:

Thank you for your letter of June 6, 1958, concerning the Polident commercial on the Jack Paar television show. We want to assure you that this was an oversight, and that "supermarket" will be deleted from future Polident commercials.

We certainly recognize the excellent cooperation that druggists all over the country have given to Polident to make it the leading selling denture cleanser on the market. For many years the druggist has been a friend to Polident, and we want to see that this continues.

Many thanks for bringing this to our attention, and we hope that you will be kind enough to excuse the oversight. Your interest in Polident is greatly appreciated.

Sincerely yours,

BLOCK DRUG COMPANY, INC.
HOWARD F. GERSTEN
Product Advertising Manager

Transfers

Perry E. Hawkins from Liggetts of Charlotte to Lane Rexall, 3303 Buford Highway, Atlanta; Bob Seaborn from Arnold Rexall Drugs, Raleigh, to S. B. Etheridge Drug Store, Washington.

New Pharmacies

Adams Drug Company, 118 Caswell treet, LaGrange. Mrs. R. M. Adams, wner; Kenneth E. Moore, pharmacist in harge.

Capp's Drug Company, 418 Peacock treet, Ahoskie. Earl U. Capps, owner; . H. Daniels, pharmacist in charge.

Morris Pharmacy, Corner Broad and Main treets, Brevard. E. M. Morris, owner and harmacist in charge.

Medical Arts Pharmacy, North Main treet, Waynesville. Oren D. Lowe, owner; . M. DeLozier, pharmacist in charge.

Carter's Pharmacy, 2001 Princess Place rive, Wilmington. Ralph E. Carter, Jr., wner and pharmacist in charge.

Change in Ownership

Salisbury Pharmacy, Inc., 126 West Innes treet, Salisbury. P. J. Liske and G. B. lbright, owners; G. B. Albright, pharma- st in charge.

Thomasville Prescription Service, 52 alem St., Thomasville. Henry E. Smith, wner; Mrs. Don Rea Fisher, pharmacist charge.

Thomasville Drug Company, Inc., 20 alem St., Thomasville. Henry E. Smith, wner and pharmacist in charge.

Assigned to USAF Dispensary

Lt. Donald J. Miller, AO-3088577, former- of Melvin's Pharmacy, Raleigh, has been ssigned to the 56th USAF Dispensary, 'Hare International Airport, Park Ridge, linois.

The purchasing and maintenance of the spensary's supplies as well as over-all pervision has been delegated to Lt. Miller. riends may write him at the address listed bove.

Florida Visitors

Mr. and Mrs. Sam Black of Ormond each, Florida stopped by Chapel Hill on ugust 28 following a visit to Asheboro nd to Elizabethtown, Tenn., where Mrs. lack's sister, Altajane H. Caudill and her sband operate three pharmacies. The lacks and the Caudills are graduates of e University of North Carolina.

Robins

SEPTEMBER CHECK LIST

Tear out for a handy check of your current stock of these Robins products that are receiving special promotion in your area THIS MONTH

Dimetane®
☐ Tab. 100's ☐ Tab. 500's ☐ Extentabs 100's
☐ Extentabs 500's ☐ Elix. 1 Pt.

Donnatal®
☐ Tab. 100's ☐ Tab. 500's ☐ Tab. 1000's
☐ Cap. 100's ☐ Cap. 500's ☐ Cap. 1000's
☐ Elix. 16 oz. ☐ Elix. 1 gal. ☐ Extentabs 100's ☐ Extentabs 500's

Ambar®
☐ Tab. 100's ☐ Tab. 500's
☐ Extentabs 100's ☐ Extentabs 500's

Ambar® No. 2
☐ Extentabs 100's ☐ Extentabs 500's

Robaxin®
☐ Tab. 50's ☐ Tab. 500's

Entozyme®
☐ Tab. 100's ☐ Tab. 500's



Why not check your stock of all Robins products at the same time —and be prepared

A. H. ROBINS CO., INC., RICHMOND 20, VA.

Recommend "BC" with Confidence...



America's Fastest-Selling Headache Powder

. . . And As A Tablet—

A Nation-wide Success Selling Faster Each Day

REPEAT SALES ASSURED!

"BC" is the product of a well-established firm that has continually manufactured "BC" . . . and nothing else . . . for almost a half century.

As you will recognize on the label, "BC" contains a number of well-known ingredients widely recommended for the relief of pain. These ingredients are compounded and "BC" is produced under the finest pharmaceutical-type conditions in a modern plant.

You can recommend "BC" with confidence. The gentle but effective relief of "BC" will bring you repeat sales.

BC

OVER 89 MILLION PACKAGES A YEAR

backed by hard-hitting local and national advertising

B. C. REMEDY CO.

DURHAM, NORTH CAROLINA

Activities of the Local-Sectional Clubs

Greensboro

Dr. Norman H. Garrett, Jr. was the principal speaker at the August 21 meeting of The Greensboro Drug Club.

Subject of Dr. Garrett's talk was "Radioactive Isotopes and Their Clinical Application." He was introduced by David D. Claytor, Chairman of the Program Committee.

Roger A. McDuffie, President of the North Carolina Board of Pharmacy, discussed the proposed revision of the State Pharmacy Act. At the conclusion of Mr. McDuffie's remarks, The Greensboro Drug Club voted "to endorse and actively support the passage of this Act to amend G S. 90-65 relating to the power of the Board of Pharmacy to suspend, revoke or refuse to renew a pharmacist's license or a drug store permit."

The Club will sponsor a barbecue in September, with the arrangements in the hands of the Social Committee. M. G. Morris is chairman of the committee.

Officer and committee appointment lists were distributed. Secretary Paoloni volunteered to develop a suitable membership card in order to facilitate keeping an active roster of members.

Northeastern

A discussion of the proposed revision of the State Pharmacy Act highlighted the August 13 meeting of the Northeastern Carolina Drug Club, held in Williamston.

The guest speaker was N. O. McDowell, Jr., a member of the State Board of Pharmacy.

Cleveland County

The results of a prescription pricing survey conducted in Cleveland County by C. D. Blanton, Jr. of Kings Mountain was presented to members of the Cleveland County Drug Club on August 17.

Twenty-three prescriptions, common to that section of the state, was priced and discussed by members of the club.

Harold Vann Day and his father, L. G. Day, of Spruce Pine were guests of the club.

Johnston County

A proposed revision of the Pharmacy Laws of North Carolina was discussed by members of the Johnston County Drug Club at a meeting near Smithfield on September 10.

Guest speaker was N. O. McDowell, Jr. of Scotland Neck, a member of the State Board of Pharmacy. Oliver G. Fleming, president of the club, presided.

Gaston County

Members of the Gaston County Drug Club, at a monthly meeting on August 24, voted to set up a special committee to develop a club-sponsored advertising program.

Advertising programs of a similar nature are now sponsored by the Cleveland County Drug Club, and the Alamance Pharmaceutical Society.

Bill Houser of Cherryville presided at the meeting, which was devoted partly to a discussion of the subjects covered at the NCPA District Meeting in Gastonia on August 20.

MDs & Pharmacists Meet

W. Moss Salley, Jr., Asheville pharmacist and member of the State Board of Pharmacy, was guest speaker at a dinner meeting held at the Wayside Restaurant, Lake Junaluska, on August 15.

The meeting, sponsored by the Public Relations Committee and the Rural Health and Education Committee of the Haywood County Medical Society, was attended by physicians and pharmacists from Haywood County.



CENTENNIAL
1858 1958
SQUIBB

SQUIBB *beginning our second century of service to pharmacy and medicine*



Vitamin success story

In Atlanta, Georgia

Vitamin sales more than tripled last year!

"You never realize how much vitamin sales can be boosted until you Fight Back! We took a few simple steps and our sales more than *tripled* last year – and we expect to do it again this year!

"This is what we did:

- Grouped all vitamins in one powerful display unit.
- Made sure they were the best available (from reputable houses like Squibb).
- Advertised consistently – to regular customers and to the general public.
- Made full use of sales literature.
- Picked up good selling knowledge from the free Squibb vitamin training course.

"We're convinced there's nothing wrong with drugstore vitamin business that fighting back won't fix."

Henry A. King

HENRY A. KING
Drug Store

Pharmacy Legislation

By N. O. McDOWELL, JR.

Pharmacy Legislation, of course, means pharmacy laws.

In the discussion of this subject one of the first things mentioned was—"Is there a need for a change in any of our laws, and if so, what and why?"

It was developed further that organized pharmacy in this State has been and still is interested in some changes; in fact, several years ago the NCPA recommended a complete revision of our laws but events in the past few sessions of the Legislature have indicated these changes will have to be done a little at a time. The Board of Pharmacy, with the legislative responsibility of carrying out these laws, thereby regulating the practice of pharmacy in this State, has, in view of certain inadequacies in the present law, been attempting to settle most of pharmacy's irregularities administratively in its monthly meetings.

It has been found, very definitely, that much more can be accomplished in this manner than by attempting to use the cumbersome, costly, and time-consuming procedures of the public courts.

Our present law does appear to give the Board the inherent power to correct unsatisfactory conditions in this administrative manner. However, this power is not specifically spelled out. Therefore, it is felt that the first step toward the necessary revision of our laws should be in the direction of that section which deals with the powers of the Board as they relate to the issuance and, particularly, to the suspension or revocation of pharmacists' licenses and store permits.

A bill which will accomplish this has been prepared and the group which discussed the subject would like to call your attention at this time to Section 1 which reads as follows:

Section 1. G.S. 90-65 is hereby amended by rewriting said section to read as follows:

"G.S. 90-65. Suspension, revocation refusal to renew pharmacist's license drug store permit.—(1) The Board of Pharmacy may, after due notice and hearing *suspend*, revoke, or refuse to renew the license of any pharmacist, assistant pharmacist, or permitted physician issued by it upon any of the following grounds:

"(a) fraud or false representations made in connection with securing such license;

"*(b) conviction of or confession in open court of, or entering plea of nolo contendere to an offense involving moral turpitude;*

"(c) conviction of the holder of any such license in any court of a felony, or entering plea of nolo contendere thereto;

"(d) habitual indulgence in the use of narcotic or hypnotic drugs or intoxicating liquors to such a degree as in the opinion of the Board renders him unfit to practice pharmacy;

"*(e) unprofessional conduct endangering the public health, safety or general welfare*

"(f) gross immorality;

"*(g) physical or mental disability, which shown by affidavit or three physicians that such conditions exist and that it is in the interest of the public health, safety and general welfare that the license should remain in force, or be renewed, as the case might be.*

"*(h) failure to comply with the Rules and Regulations* of the Board of Pharmacy

Tape recorded at the NCPA Durham Convention "Creative Ideas Conference."

"(2) The Board of Pharmacy may, after ue notice and hearing, suspend, revoke or efuse to renew the permit, or any renewal ereof, of any holder of such permit for e operation of any drug store or pharmacy pon the same grounds as stated in Subection (1) for the licenses of pharmacists, ssistant pharmacists and permitted physians.

"(3) Any license or permit or renewal ereof obtained through fraud or by any raudulent or false representations shall e void and of no effect in law."

Each subsection which contains new or ifferent requirements has been set in italic.

The amount of time allowed now will not ermit a complete discussion of this bill. owever, since it has been shown now and the past that if we in pharmacy expect rely on administrative government to andle the bulk of our irregularities satisactorily, we must give further thought to is proposed revision. It is hoped that a ore detailed discussion of this revision can e presented to the various drug clubs and other pharmacy organizations in our State in the next few months. We ask your presence at any effort which is made to further explain just how and why this revision is needed in order to clarify and modernize the law enforcement function of the Board of Pharmacy.

As you consider whether to lend your support to this revision always keep in mind that your right of judicial review to any administrative decision which may be rendered by the Board is your safeguard against any autocratic action and this right exists as a law in the General Statutes of this State.

The group which discussed this topic of Pharmacy Legislation feels revision of our laws dealing with the powers of the Board is altogether proper. As we see it, this bill will provide the Board with a flexible and enforceable remedy for the correction of irregularities in the practice of pharmacy within the framework of the law of our state, wherein the rights of the individuals affected are properly protected.

Lilly
PRESTIGE PRESCRIPTION PRODUCTS



MULTICEBRIN
(Pan-Vitamins, Lilly)
The vitamin only you can sell

A lot of people are "pushing" vitamins these days . . . supermarket operators, door-to-door salesmen, even mail-order houses.

Patrons, confused by glib claims, often ask you for professional advice. When they do, suggest a product *worthy* of your recommendation . . . as well as one you control exclusively.

All things considered, 'Multicebrin' is your customer's best buy and your best sale. Your orders are invited.

THE PEABODY DRUG COMPANY
Durham, North Carolina

WE ARE A Lilly DISTRIBUTOR

For seventy-three years

- - - - since 1885

SEEMAN
OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-ninth volume, and the first printed copy was "Seeman Printed."



The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

RXs Pass Million Mark

National recognition for its contributio to community health through pharmac has come to still another drug store in Nort Carolina—Holmes Drug Store of Statesvill —which has passed the one millionth mar in filling prescriptions, an attainment whic is still relatively rare.

In recognition of this achievement, th drug store has been awarded the Lederl plaque for outstanding community servic which is made on such occasions on behal of the Lederle Laboratories Division of th American Cyanamid Company

The award was presented by Mayor J Garner Bagnal of Statesville to Ralph T Holmes, owner of the pharmacy.

Mayor Bagnal complimented Mr. Holme upon the drug store's having made such a unusual record, which he noted exemplifie the confidence which the medical professio and the public have in the integrity an skill of the profession of pharmacy.

Present for the occasion were E. F Thomison of Charlotte, district manager o Lederle Laboratories Division, America Cyanamid Company, and R. W. Soutl Lederle representative who calls upon th Statesville trade.

Mr. Holmes has operated the drug sto here for more than a quarter century. H was formerly the Polk-Gray Drug Com pany. Before coming to Statesville, M Holmes was with Burwell & Dunn, whol sale drug house at Charlotte.

There are three pharmacists at the dru store—W. A. Sappenfield, Fred W. Lowr and D. A. Ammons. Mr. Sappenfield r cently received membership in the Fift Year Plus Club of the North Carolina Pha maceutical Association. He became a men ber of the N. C. Association over a ha century ago, and came to Statesville i 1944. He is a graduate in pharmacy fro the University of Maryland.

Goal Exceeded

101 pharmacists joined the NCPA durin the first eight months of the year. Goal o the Association for 1958 was 100 new men bers.

Your Pharmacist Works
For Better Community Health

Theme of National Pharmacy Week

The 1958 observance of National Pharmacy Week (October 5-11) will herald a new look in public relations material for all individuals who are dedicated to supporting American Pharmacy. A colorful three-dimensional window display and a completely revised public relations kit with many attractive and helpful aids have been designed for a year-round program of better public relations for pharmacy.

A general announcement giving details of the National Pharmacy Week window display contest, a copy of the window strip which must be a part of the window exhibits and a participation order form have been mailed direct to all pharmacies in the state by the Committee on Public Relations of the American Pharmaceutical Association.

In addition to the above mailing, the North Carolina Pharmaceutical Association has by special bulletin urged its membership to actively participate in National Pharmacy Week by utilizing the materials, including window display pictured below, as made available by the A.Ph.A.

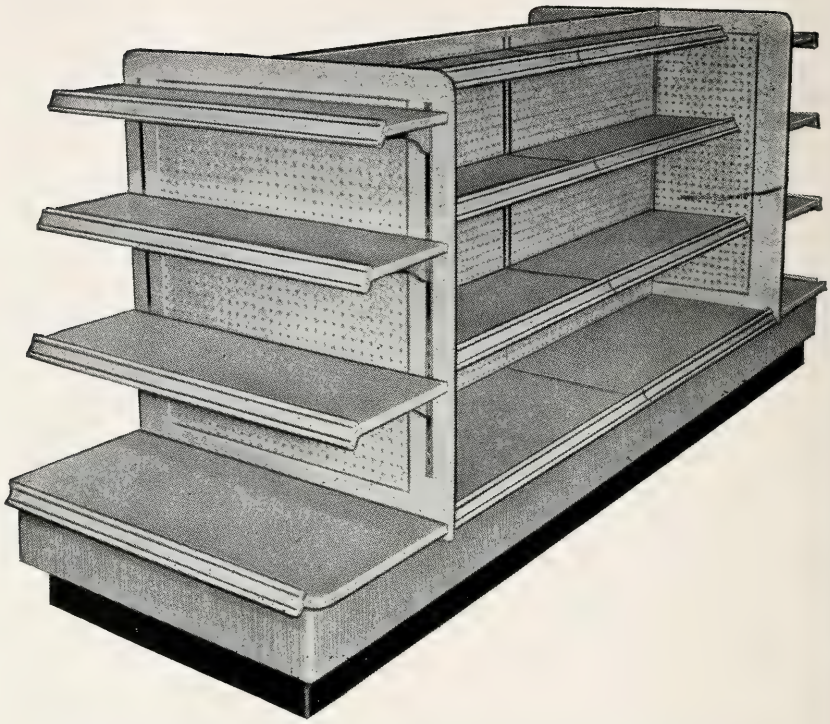
The pharmacists of Durham, under the leadership of Ralph P. Rogers, Jr., will open National Pharmacy Week on Saturday, October 4, 4:30 to 5, with a special 30-minute program over the Durham TV Station (Channel 11).

A number of the state's 17 local and sectional pharmaceutical societies are expected to support the national and state effort with special programs of their own.



national pharmacy week

October 5-11



GK- 3606 6′ Long Center Aisle Displayer *and* 3606-E 1′ 6″ Long Feature End Displayer

The center aisle displayer pictured above consists of one 6′ long Cente Aisle Gondola with two 1′ 6″ long End Displayers. Each unit is 3′ wide an 4′ high. The overall length of the complete unit consisting of three pieces is 9

In addition to the 14″ deep bottom shelf, there are three adjustable shelve on each side equipped with price tag mouldings for 1¼″ price tags, mounte on recessed standards and adjustable brackets.

This unit offers flexibility in building mass displays.

GRANT E. KEY, INC.

Manufacturers — Distributors

LYNCHBURG **VIRGINI**

Deaths

BEVERLY P. COSTNER

B. P. Costner, Lincolnton pharmacist, died ugust 25.

A native of Dallas, born July 4, 1883, Ir. Costner attended Page's School of harmacy in Greensboro and was licensed practice pharmacy in 1908.

He went to work in Lincolnton for Law- g's Drug Store in 1910. Four years later purchased part interest in the firm, and 1934, when he became the sole owner, ie firm name was changed to ''Lawing and ostner.'' Mr. Costner retired from active anagement of the store in 1949 and since at time has kept himself occupied with rious activities in Lincoln County.

The NCPA recently presented Mr. Cost- r with a ''50 Plus'' certificate, signifying s registration as a pharmacist for fifty ears.

Survivors include Mrs. Costner and four ildren: B. P. Costner, Jr., Dr. Alfred ixon Costner, Mrs. Peggy Costner Sim- ons and Mrs. Jimmy Ware.

J. S. RUDISILL

Jones Solomon Rudisill, born November , 1879 at Iron Station, died in Forest ty on September 1, 1958.

Mr. Rudisill attended Catawba College d the University of North Carolina. Prior opening the Piedmont Drug Company in orest City in 1932, he operated the Hall- udisill Drug Company for a short time be- re selling to W. H. Gray of Lumberton.

In 1930, Mr. Rudisill served as president Rutherford County Druggists' Associa- on. Licensed as a pharmacist in 1908, he as honored this year by the NCPA when was presented a ''50 Plus'' certificate.

Surviving are the wife; a son, J. S., Jr.; d a daughter, Mrs. William T. Eskridge.

Marriages

Deaton-Arey

Donald Jason Deaton, member of the urth year class of the UNC School of Pharmacy, and Miss Carol Arey of Aberdeen, were married August 17th at Page Memorial Methodist Church, Aberdeen. Mrs. Deaton will be secretary to the Chapel Hill school superintendent while Mr. Deaton is finishing his work at the School of Pharmacy.

Williams-File

Lawrence Lanier Williams of the 1958 class of the UNC School of Pharmacy was married to Miss Geneva Ludara File at the St. Matthews Lutheran Church, Salisbury, August 24th.

Births

Barbara Sue Seaborn

Born to Mr. and Mrs. Robert Seaborn of Greenville, a daughter, Barbara Sue, August 18, 1958, weighing 6 lbs. 2 oz.

New Building for Goodman's

A new $35,000 building, soon to be erected in Mooresville, is to house the Goodman Drug Company.

John T. and Carlin M. Gardner, owners of Goodman's, have signed a 10-year lease.

Safe Removed

In a late August visit to the North Elm Drug Store, Lumberton, thieves removed the store's safe but got little for their effort. They were unable to open the safe, and had they been successful, the safe contained but a small amount of money.

Closes Fountain

A soda fountain in operation in the Bristow Drug Store of Rockingham for the past 27 years has been closed. Reason: the town passed a rule forbidding boxes to be placed on the sidewalk, and with no rear entrance to the firm, the store's manager had no choice but to discontinue fountain service.



No connection with American National Red Cross

HERE'S WHY: the right product...at the right price...in the right package...backed by the right promotion.

Johnson & Johnson

The most trusted name in surgical dressings and baby products

-Antibiotics and the Public Health

Since 1952 doctors have written more escriptions for antibiotics than for any her category of ethical drugs. Whereas ese products represented an estimated 1.5 r cent of all prescriptions written in 1948, ey accounted for one of every eight pre-riptions in 1955.

These facts are brought out in the eco-mic report of antibiotic manufacture re-ntly released by the Federal Trade Com-ission. The report traces the development an industry which did not exist in 41, but whose net sales reached $344 llion ten years later. Output of antibi-ics doubled from 1951 to 1956, although wer prices for some products and in new rkets kept dollar sales below the 1951 ak.

The history of the antibiotic industry, e FTC's report shows, has been one of pansion at home and abroad to meet pidly increasing demand, and of heavy re-nce on laboratory research for new prod-ts and product improvements.

According to the Health News Institute e Commission's report outlines how anti-otics have made their contribution to pub-health both in treating infections and ntagious diseases of bacterial origin l in preventing complications that may llow illnesses (such as colds, influenza, asles, and other viral infections) which mselves are unresponsive to antibiotic rapy.

The importance of antibiotics among the tors at work in reducing disease and th rates is illustrated by the declining nber of reported cases in the United tes of the group of illnesses whose bac-ia can be controlled by their use. There re approximately 1.2 million such cases both 1946 and 1947. The number pped to one million in 1948. Beginning 1951 there were less than 800,000 in each r. Antibiotics have unquestionably contributed to sharp reductions in the death rates from such important causes of death as tuberculosis and venereal diseases.

Antibiotics have proved particularly effective in saving the lives of children and young persons. The sheer economic value of these lives, measured by future productiveness, is substantial.

A decline of several days in the average time spent by patients in hospitals is due in part to the use of antibiotics, the report notes, although it is also due to other factors such as changed medical practice.

Yet the manufacture of antibiotics is not, in fact, a separate industry, the HNI said. It is part of the ethical drug segment of the pharmaceutical industry. Sales of antibiotics from domestic production were about 40 per cent of the consolidated 1956 sales of one manufacturer, but 20 per cent or less for eleven others.

Patterson Joins Lilly MSR Staff

James L. Patterson, registered pharmacist in North and South Carolina, has joined Eli Lilly and Company as a representative in Hickory, it is announced by J. D. Dame, field manager of the Knoxville area. Patterson's territory includes several western North Carolina counties.

A native of South Carolina, Patterson was graduated from Winyah High School in Georgetown in 1943. His Bachelor of Science degree in pharmacy was conferred by the University of South Carolina in 1949.

For the last two years Patterson has been pharmacist-manager at the Doctors Building Drug Company in Salisbury, North Carolina. Previously he was associated with Black's Drug Company, Chester, South Carolina; Lanes Brooklyn Pharmacy and Shew's Drug Store, Wilmington, North Carolina; and Simmons Drug, Inc., Whiteville, North Carolina.

He is a member of the North Carolina Pharmaceutical Association.

Howell Hall Happenings

An artist's picture of the new Pharmacy Building at the University of North Carolina and a letter from Dean Brecht were featured in the advertising series of pharmacy schools by Schering. The four-page insert including the seal of the University of North Carolina appeared in the August issues of the *Journal of the American Pharmaceutical Association, Practical Pharmacy Edition,* and the *American Professional Pharmacist.* A generous supply of the insert was given by Schering to the School of Pharmacy and are available on request.

A special feature story on the School of Pharmacy with special emphasis on the increased enrollment for 1959 was released to the many smaller newspapers of the state for August 21 by Robert Bartholomew, Public Information Officer for the Division of Health Affairs.

Mr. Yehia Dessouky, graduate student from Egypt, passed the final oral examination for the degree of Master of Science on August 18. The subject of his research w ''Rates-of-Solution Determinations by t Sinking Solute Method.''

Dean and Mrs. Brecht and Edward Smith and Carl T. Bauguess represent the School of Pharmacy at the annual mee ing of District Number 3 of the Nation Association of Boards of Pharmacy a American Association of Colleges of Pha macy at Biloxi, Mississippi on August through 26. Dean Brecht presented a pap ''Predictive Testing,'' and Mr. Baugue presented a paper on ''Internship, an A set to the Profession.''

It has been realized that the School Pharmacy has no photographs taken in t laboratories or classrooms prior to 1935. appeal is made here for the loan of a pictures taken in the School of Pharma when it was located in New West Bui ing or Person Hall. The pictures can duplicated and the original along with new print will be returned to the owner.



HOWELL HALL HAPPENINGS

Historical Note

By ALICE NOBLE, *Research Historian*

A fascinating study is the examination of ersonal property inventories of long ago nce the research furnishes information bout the every-day life of our forefathers. ecently we have been poring over North arolina inventories prior to 1800 searching r pharmaceutical data. In those days ere were very few stores, if any, devoted pharmacy exclusively, and the people, a reat many of them living on plantations, lt it necessary to have pharmaceutical erature and equipment in their homes. ich items are listed with meticulous care in e inventories. For instance, in the list of ssessions of William Bartram, Jr., filed ovember 17, 1792, appears: "To Doctor ooks and Doctor's Medicens and Vials and ots, the number unknown and articels to e."

Listings of scales appear again and again both large and small—wooden, brass, nd, and numerous other kinds all have eir places. One planter itemizes, "1 box ysick with Weights and Scales."

Often under the heading, "Plantation tensils" there are found mortars and pestiles"—iron, glass, spice, bell mettle, d even a gridle mortar and pestle.

The care with which families preserved ttles is noticeable. They were all hand own glass and not as easy to obtain as ey are nowadays.

There were cases of bottles—twelve or re—which we imagine were returnable, t even more frequently were enumerated e or two bottles. One entry shows: "2 ass bottles, 1 old pewter bottle, 1 chunk ttle, 1 small case of bottles (locked)." e came across pocket bottles, which we agine were flasks, and floward botels, ich were undoubtedly flowered bottles.

In the libraries there were always dis-nsatories and pharmacopoeias. In the rmer classification are the New, Garth's, nodoen's, London, Lewis', Culpepper's, Lasher's, James', and Theobard's. There was Strother's *Pharmacopoeia* and Fuller's *Surgical Pharmacy*, Boerhaave's *Materia Medica*, the *Compleate Housewife*, and almanacs of all kinds are itemized. We were interested particularly in the number of instances where the *Annual Register* was contained in the early libraries since a file of this popular serial beginning with v. 1 (1769) is a proud possession of the School of Pharmacy Library, which was formerly owned and autographed by Governor Richard Dobbs Speight.

Complete File

It is with pardonable pride that we announce that the School of Pharmacy now has a complete file of the *Yackety Yack*, the University Yearbook. For years we have been trying to secure all the numbers of this historical reference. In mid-August we accomplished our ambition when Mrs. Aros Coke Cecil, of High Point, presented the 1918 issue—the rarest volume in the series.



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New Support Hose Offers Comfort Plus Fashion Styling

A new approach to support hose for both men and women has been introduced by the Kayser Roth Hosiery Company, Inc., whose product, Supp-hose, combines fashion styling and colors with leg support. Supp-hose for women comes in a variety of colors, including two new fall shades designed to harmonize with the season's fashion requirements. On the leg, Supp-hose is indistinguishable from ordinary nylons, yet it offers the wearer the leg support, comfort, compressibility and actual relief from minor leg conditions formerly obtainable only at the price of wearing bulky and obvious rubber stockings or elastic bandages.

While originally introduced as a woman's stocking, in response to a very real need among men whose occupations or daily living put a strain on their legs, Supp-hose is now being manufactured for men too, in a good looking knee length ribbed sock in solid colors.

Supp-hose has been found to provide adequate support for conditions associated with varicose veins, edema and post phlebetic states. It relieves tired feet as well as leg weariness and is of particular benefit during pregnancy. It has even been used successfully as a preventive measure to protect pregnant women from developing varicosities. Where surface varicosities already existed, they have collapsed in many cases, after Supp-hose was worn.

Many people who physically require some leg support, but who have balked at rubber stockings are welcoming Supp-hose enthusiastically. The more obvious types of leg support are considered somewhat of an employment and social liability, and people have preferred to suffer rather than run the risk of losing a job or being embarrassed socially. Women, in particular who have had qualms about wearing unattractive therapeutic hose are eagerly accepting this new departure in hosiery and are willing to wear them consistently for both busines and social occasions.

The public who would benefit from Supp hose, besides those who require support f strictly medical reasons, includes as well, vast number of people whose occupatio require them to be on their feet to the poi of strain such as nurses, waitresses, hous wives, expectant and active mothers, bea ticians, models—and among the men, pha macists, doctors, dentists, salesmen, pos men, butchers and literally thousands others.

Both Supp-hose for men and Supp-ho for women are available at drug stores $4.95 a pair. They far outwear ordina stockings and are filling a surprising wide-spread need.

Editor's Note: This product is manuf tured in Burlington, North Carolina. O of the local pharmacists (a user of Sup hose) was so impressed with its merits, urged us to bring the product to the att tion of all pharmacists in the state.

Cover Page

Edwin R. Fuller of Salisbury (left) a NCPA President W. Dorsey Welch shown with a rare certificate—a char (1880) membership certificate of the NCP

Signed by T. C. Smith, John S. Pesc E. M. Nadal (first president of the NCP and S. J. Hinsdale, the certificate was sued to H. P. Watson of Lexington presented to the NCPA in 1954 by Mrs. Bolt Watson of Winston-Salem. The tificate is on display in the Institute Pharmacy.

There may be other NCPA charter tificates around, but if so, they have come to our attention.

uller Selected

At Work on NCPA Code of Ethics

ourteen members of The North Carolina demy of Pharmacy are at work on a re- d edition of the Association's Code of ics. The present Code was adopted in 2 and revised to a minor degree in 1928. t a meeting in Chapel Hill on September Edwin R. Fuller of Salisbury was elected irman of a special 5-member committee ewrite the Code.

erving with Mr. Fuller are Ralph P. ers, Jr. of Durham, secretary; W. B. ley of Windsor, Mrs. Jean Provo of eigh and Robert Neal Watson of San- l.

n advisory committee of nine pharma- s will assist the 5-member group in its work: David R. Davis of Williamston, Harold Vann Day of Spruce Pine, Hoy A Moose of Mount Pleasant, Lloyd M. Senter of Carrboro, Vollie A. Shore, Gerald M. Stahl and William P. Wells, all of Durham; James A. Way, Jr. of Winston-Salem and W. Dorsey Welch of Washington.

It is anticipated the committee will complete its work and offer its suggested revised Code to the membership at the next annual convention of the NCPA.

Tentatively, the committee has decided to recommend that enforcement of the Code be in the hands of a Judicial Council, composed of twenty pharmacists—two each from the state's ten NCPA districts.



These Pharmacists Are Working on the NCPA Code of Ethics

Random Comments

By W. J. Smith

The usual clerkship pay in 1828 was $4.00 per month and board; sales in the apothecary shop averaged about $30 a week. Nowadays, with letters going to 4¢, it would be a little difficult to make ends meet on such an outlay of cash.

* * *

Progress: In 1957 the average gross dollar volume from the prescription department exceeded by $2,000 the total gross dollar volume of all departments of the average pharmacy in 1941.

* * *

A would-be medical service representative advertised: "Young man desires traveling job. Uncle Sam, please do not answer, once is enough."

* * *

Twelve pharmacy schools now offer a 5 or 6 year program; two schools (Arkansas and Washington State) offers both a 4 and 5 year course. In 1960, all schools approved by the American Association of Colleges of Pharmacy will require a minimum of 5 years for the BS degree in Pharmacy. Some 5-year schools, faced with competition from nearby 4-year schools, have suffered substantial losses in their student body. For instance, average enrollment per class at Minnesota dropped 71% from 1946-47 to 1957-58.

* * *

If you are interested in promoting a wedding, subduing an enemy or luring money in your general direction, what you need is a genuine "voodoo kit" on sale in the New Orleans French Quarter.

* * *

The Mecklenburg Pharmaceutical Society is promoting a conference to look into the matter of needed legislation and other action for the general benefit of the profession.

Regarding the 20 Russian students w visited Washington and Chapel Hill, Sena Aiken of Vermont is reported to have sai "It seemed to me that many were selec for the trip primarily because they w party organizers." A similar view was pressed by a number of persons in Cha Hill, who had direct dealings with Russians while they were at the Universi

* * *

Messrs. Parke and Davis informs us t many of the first capsules were made filling oiled chamois-skin bags with mercu which were dipped into gelatin soluti When the solution congealed around bag, the mercury was removed, allow the bag to collapse, and the empty caps was removed. Now, gelatin capsules manufactured by Parke-Davis, 40,000 a time, utilizing precision-made casting mo

* * *

Did you know there are only two pla in the United States producing Epsom Sa Dow Chemical in Midland, Michigan Giles Chemical Corporation, Waynesvi North Carolina? In Waynesville, the is made from magnasite. Both USP technical grades are produced.

* * *

Lilly MSR's are enthusiastic over "P vex"—the first broad-spectrum anthelmi to hit whipworms, threadworms, large rou worms and pinworms. If the product Oil of Chenopodium (has caused a num of deaths in North Carolina) in the d freeze, it will have contributed to med progress.

* * *

Is it unlawful for a pharmacy to subsi prescription pickup stations in soda sh filling stations, grocery stores and sim non-professional establishments? Legal tion is underway.

* * *

What happens to the dollar bill you in at the Rx Dept.? Tommy Adkins 51¢ goes for merchandise, 17¢ for w while you are working and 6¢ while yo loafing, 3¢ for administrative costs, 3¢ time spent buying and stock handling for rent and maintenance of space used; 17¢ net profit before taxes.



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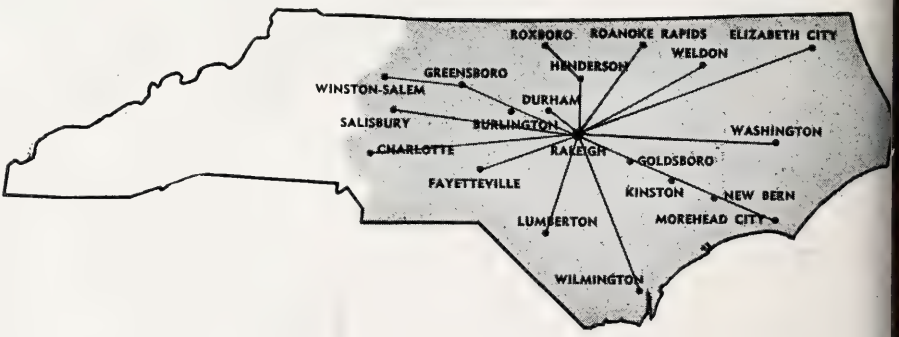
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Volume XXXIX OCTOBER, 1958 Number 10



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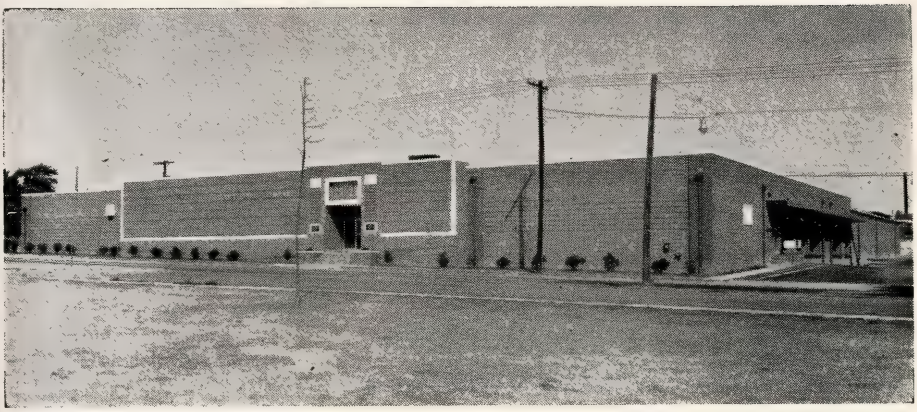
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The Carolina Journal of Pharmacy

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1958 YEAR BOOK

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PROCEEDINGS

Seventy-eighth Annual Convention of the

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Washington Duke Hotel

Durham

April 13-15, 1958

OPENING SESSION

The Seventy-eighth Annual Convention of the North Carolina Pharmaceutical Association opened Sunday evening, April 13, 1958 at 8 P.M. in the Durham Armory, Durham, North Carolina. The business session followed a dinner in the Armory attended by 375 members and guests.

President Charles D. Blanton called the session to order. Mrs. W. Dorsey Welch, Jr. called to order the convention of The Woman's Auxiliary of the NCPA and Mr. Robert C. NeSmith officially opened the meeting for The Traveling Men's Auxiliary.

Following a religious address by W. Latham West of Roseboro, the delegates were entertained by the Triple Trio from Duke University, under the direction of Dr. Paul Young, director.

An official welcome to the city was extended by Mr. Carl Sapp, Manager of the Durham Chamber of Commerce.

Guest speaker of the evening was U. S. Senator Sam Ervin, who was introduced by Pharmacist-Representative Carl T. Durham. Senator Ervin praised the pharmacists of the state and country for their service to the community. ''As long as North Carolina has as many drug stores as it has now, North Carolina will be a safe, sane state,'' he said.

''Rex'' awards, patterned after the motion picture industry's ''Oscar,'' were presented by NCPA Secretary W. J. Smith to Joseph P. Barbour of Burlington for the most outstanding continuous series of professional advertisements appearing in a N. C. newspaper during the past year, and to Frank Errigo of Charlotte for distinguished services in the field of public relations.

Inducted into the Academy of Pharmacy for outstanding civic, religious and professional activities were John A. McNeill of Whiteville, Hoy A. Moose of Mount Pleasant, Jean Bush Provo of Raleigh, Gerald M. Stahl of Durham, Robert Neal Watson of Sanford, James A. Way, Jr. of Winston-Salem, W. S. Wolfe of Mount Airy and Howard A. Yandle of Chapel Hill.

Dr. Henry Roland Totten of the University of North Carolina was inducted into the ''Hall of Fame in Pharmacy.'' Following the ceremony, Dr. Totten, who taught botany to most pharmacists in the state, was given a standing ovation.

The entire graduating class of the UNC School of Pharmacy, present at the dinner as guests of the BC Remedy Company, was recognized.

SECOND SESSION

Monday Morning, April 14, 8:30 A.M.

Following a business-starter breakfast, President Blanton convened the session in the Washington Duke Hotel by saying: ''Gentlemen, it is a pleasure to be here this morning, and to see old friends again, as well as welcome new ones. Before we get into the business of the meeting, however, we will pause to pay tribute to those of our members who have passed on during the year. Mr. Latham West will conduct the 'Rite of the Roses' in their memory.''

Rite of the Roses

W. Latham West

Two strangers, a small boy and an elderly man, were fishing from the banks of the

Mississippi River. As time passed they discovered that, although the fishing was rather poor, conversation was good, and by the time the sun began to sink in the west they had talked of many things. At dusk a large river boat was seen moving slowly in the distance. When the boy saw the boat, he began to shout and wave his hands that he might attract the attention of those on board. The man watched for some time and then said: "Son, you're foolish if you think that boat is going to stop for you. It's on its way to some unknown place and it won't stop for a small boy." But suddenly the boat began to slow down and then it moved toward the bank. To the man's amazement, however, the boat came near enough to the shore that a gangplank could be lowered. The boy entered the boat and, turning to the new friend on shore, said: "I'm not foolish mister. You see, my father is the captain of this boat and we're going to a new home up the river.

Sometimes life is like that. There are times when the ship of death, probably to our surprise, makes a stop along the river of life and picks up a passenger. God is the captain of that boat and it is headed for a new home. Death is not the end of life; it is the beginning of a new adventure upon the river of life. The boat pushes upstream toward our Father's home.

In the new Testament we find these words: "We know that we have passed out of death into life." (I John 3:14). Jesus taught his followers that life is eternal and that death is not the end. His followers have always believed that death is only a door through which we must all sometime pass—into eternal life.

This memorial service has been scheduled on the program of this convention in order that we may show honor and respect to those who have passed from our membership since last we met. We recognize the great contribution that each has made to the profession of Pharmacy. However, we are here for a much greater reason. We are here to bear witness to the achievement of life eternal. Because of this we do not join in a service of deep mourning but in a service acclaiming a glorious achievement. It is not a time for sadness or grief. As far as spiritual life is concerned, it is a time for great rejoicing. These whom we honor have passed out of death into life. They have moved up the river in a boat on which "Our Father" is the captain.

Many people have been greatly strengthened by the passage of scripture which I quoted from the First Epistle of John and certainly Edwin Markham caught its meaning when he wrote the following poem:

Let us not think of our departed dead
As caught and cumbered in their graves of earth;
But think of death as of another birth,
As a new freedom for the wings outspread,
A new adventure waiting on ahead,
As a new joy of more ethereal mirth,
As a new world with friends of nobler worth,
Where all may taste a more immortal bread.
So, comrades, if you pass my grave sometime,
Pause long enough to breathe this little rhyme:
"Here now the dust of Edwin Markham lies,
But lo, he is not here: he is afar
On life's great errands under mightier skies,
And pressing on toward some melodious star."

DECEASED MEMBERS

Hamilton E.. Davis, Andrews
May 21, 1957

Charles Jordan James, Hillsboro
June 13, 1957

Robert J. Hathaway, Skyland
July 5, 1957

Edgar Poe Crawford, Lenoir
July 14, 1957

W. Curtis Wrike, Graham
August 28, 1957

Ranson Fred Carswell, Sr., Winston-Salem
September 9, 1957

Julius Eldridge, Winston-Salem
September 23, 1957

John Linwood Robinson, Belmont
September 29, 1957

Dean Tainter, Marion
November 11, 1957

Benjamin Franklin Rogers, Fair Bluff
December 2, 1957

Walter Rodwell White, Warrenton
December 9, 1957

Pinkney Lawson Trotter, Jr., Thomasville
March 7, 1958

Samuel Eugene Welfare, Winston-Salem
March 27, 1958

"As customary, the president makes a report and in so doing, the vice-president takes over as presiding officer for that interim. Dorsey Welch, our first vice-president will please take the chair."

President's Address

Charles Donald Blanton

Mr. President-elect, Distinguished Guests, and Members of the North Carolina Pharmaceutical Association:

Many of you, I'm sure, have had the opportunity to enjoy Amos and Andy's annual Christmas television program. Andy, in order to buy a particularly expensive doll for Amos' little girl, had taken a job playing the part of Santa Claus in a very large department store. As your president is now, Andy was much in doubt as to his ability to carry out the job in a satisfactory manner. He was reassured, however, by the manager who told him that whenever a problem arose, he was merely to call the floorwalker who would straighten things out. The very first interview caused Andy to call in a loud voice—"Mr. Floorwalker!" You may rest at ease, Ladies and Gentlemen, for here on this platform is our "Mr. Floorwalker," and there he will remain, *I hope*, for the balance of the Convention.

My term of office has coincided with one of the most eventful years in the history of modern pharmacy. I shall list the things that, in my opinion, have concerned us most, at both the national and local levels. As in the past, new problems have arisen, demanding out thought and action, and progress has been made toward solving some of our long-standing problems and increasing our professional standing.

Perhaps we have been most alarmed by the rapid abandonment of Fair Trade contracts by many former champions of these laws, and by the onward rush of both propaganda and concrete measures to bring on Socialized Medicine. Thirdly, we have been beset, as never before, by a snowstorm of new proprietary products, many of them falling to the "me too" category. Thus, rising inventory has become a problem of special economic importance to many of our members.

On the brighter side, I found much of value in the Association's program of bringing the problems of pharmacy down to the local level by means of our district meetings held in October and November of 1957. The opportunity to the retail pharmacists through further expansion of this idea is indeed unlimited.

Then, we point with greatest pride to the fulfillment of a long existing dream—the actual beginning of our new School of Pharmacy building. After many disappointing delays, we are all thrilled with the possibilities the new and enlarged pharmacy facilities at Chapel Hill will play in the future progress of Pharmacy in North Carolina.

There are many other important events, programs, and plans which merit our consideration, but in the time allotted for my remarks, we will do well to comment on those already mentioned. Perhaps, even at that, we will require generous doses of Mr. Frank Errigo's Liquid Taka-Diastase to thoroughly digest the more pressing items.

I have mentioned first—Fair Trade. It is ironic that Fair Trade laws were born of the depression as a means of saving small businesses, and to help lead the country out of a jungle of price wars into a more stable economy; yet these same laws should be saddled with blame at the first sign of a recession. We now hear charges such as "unfair practices" and "restraint of trade" against the same laws which were largely responsible for our free economy today. From the very beginning, the battle against Fair Trade has never ceased. Selfish groups have carried on an unrelenting war against the measure, both by influencing legislation, and by undermining public opinion. In the face of this highly organized campaign, the general public has come to believe that Fair Trade laws prevent their saving money, and the courts have, in many cases, taken a similar view. For, after all, our courts, even as our Congress, are expressions of the will of the people. Many of our younger members will not remember the awful consequences of unrestricted price cutting, and the absence of legal restraint on



hundreds of tiny pellets . . .



but just <u>one</u> name—

'Spansule'

The name, 'Spansule', is a trademark registered in the U.S. Patent Office. This trademark, 'Spansule', should not be used as a *descriptive term* for a dosage form because it is S.K.F.'s *brand name* for its sustained release capsules.

In the interests of accuracy, Mr. Pharmacist, if you meet anyone who is confused about 'Spansule' capsules, please give him these facts—

- 'Spansule' capsules are an original product of S.K.F. research.
- S.K.F. is the sole manufacturer of 'Spansule' capsules. The pellets and the capsules themselves are made in our own facilities.
- S.K.F. sustained release capsules or pellets are not manufactured for or sold to other manufacturers in the United States.

To assure positive identification, every 'Spansule' capsule is imprinted with the monogram, "SKF".

Smith Kline & French Laboratories, Philadelphia



unscrupulous practices. It is my earnest desire that, in the increasingly competitive market which is to come, you will not be faced with this problem that many of us remember so well.

A comparison of two editorials in a large daily newspaper right here in North Carolina will, I think prove interesting. Within one week, this newspaper denounced Fair Trade as a measure behind which small businesses were hiding their weaknesses and preventing lower prices on many items, and (in a special report) called for protection against foreign imports, which (the editor stated) was hurting our big industries. Certainly, if foreign imports will lower prices to cosumers through increased competition, it would seem that *no* tariffs would be just as valuable to the public as the lack of Fair Trade. Not so, of course! We must have strong industry *and* strong retailing if our economy survives. We must organize and fight even as our large manufacturers are fighting for their existence.

However, the potential death blow to pharmacy and medicine in particular, is materializing from a different direction. I refer to the "itch" (there is no better word) that has developed at all levels, of government to enter into the dispensing of medicine, *Creating Socialism* in the drug industry. Even now, you may be rudely shocked to discover, that a Superintendent of Public Welfare in your county is seeking to set up a drug depot to dispense medicine to those judged unable to pay for it at retail pharmacies. Who can predict what percentage of the public would eventually be obtaining all their drug needs at wholesale cost, with all expenses paid by your taxes and mine? Bear in mind that this is an idea not without backing from sources other than the government.

The AFL and CIO are engaged in a bitter campaign for a free ride on medical expenses. Their propaganda is creeping into our newspapers and magazines. The sentiment for such a move is becoming more intense. In the March issue of the *N.A.R.D. Journal* was an article entitled "Attacks on the Drug Industry Continue." Every one of you should read this article. Now is the time for organized effort by each and every one of us.

A combination of a declining economy, the probability of weaker Fair Trade, and competition not only from other retail outlets, but from the Government itself, emphasizes the necessity of controlling our expenses more effectively. The ever-increasing duplication of pharmaceutical products coupled with the accelerated discovery of new medicinal agents, has put inventory control at the top of the list for action. Much can be said for the various methods employed. However, I believe that our wholesale druggists have come up with the most workable solution for this pressing problem in a plan which was outlined at our various district meetings. Also, the new Pharmacy Extension Service of the School of Pharmacy is ready with help along this line.

You have heard me mention the district meetings held in October and November, and I am sure that many of you here today attended one of them. We feel that our Association has been strengthened by reaching out to all parts of North Carolina, and it is my recommendation that this program be continued in the future.

More pharmacists attended the district meetings than the total who register at our annual convention. Problems relating specifically to local situations were more effectively discussed, and the long sought goals of united effort and mutual trust were brought closer to realization. The meetings consisted of 5 major sections:

(1) an open forum conducted by outstanding pharmacists of the area, long experienced in our problems;

(2) a 45-minute demonstration of a charge-posting cash register presented by managers of branches of the National Cash Register Company;

(3) a two-hour break for dinner and entertainment;

(4) an opening night session when a plan was presented for Employee Bonus and Incentive Compensation, and the North Carolina Dental Formulary was discussed;

(5) and the climax of these meetings was a very entertaining and informative address by Mr. Frank Errigo of Parke, Davis and

Recommend "BC" with Confidence...



America's Fastest-Selling Headache Powder

. . . And As A Tablet—

A Nation-wide Success Selling Faster Each Day

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As you will recognize on the label, "BC" contains a number of well-known ingredients widely recommended for the relief of pain. These ingredients are compounded and "BC" is produced under the finest pharmaceutical-type conditions in a modern plant.

You can recommend "BC" with confidence. The gentle but effective relief of "BC" will bring you repeat sales.

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Company entitled "Master Salesmanship, A Challenge."

Later in the Convention it will be our privilege to hear a great deal about the wonderful new and larger School of Pharmacy, soon to materialize on the campus of the University of North Carolina. I would like to take this opportunity to express for the entire profession of pharmacy in this state, our sincere appreciation to those who never gave up the fight for this much-needed physical plant. We will enjoy its benefits for many, many years.

I would like to present the following objectives for your consideration during the coming year:

(1) That we unite wholeheartedly in a campaign to assist our national and state leaders in the fight to preserve Fair Trade;

(2) That we form a working alliance with the Medical and Dental Associations to work locally against encroachment on our professional services by governmental agencies;

(3) That we combine our efforts to effect some relief from the burden of unnecessary duplication of products on our shelves;

(4) That we pledge ourselves both individually, and as an Association, to back the new Pharmacy School—to aid financially, if necessary; and to assist the faculty of the School when called upon to do so;

(5) That we continue the program of carrying the Association to the local level, by means of district meetings. This, with but one change—the selection of September and October, rather than October and November for the meetings.

I could not close my remarks to you without expressing utmost thanks and sincere gratitude to W. J. Smith, our Secretary, and his wife, Vivian. Their thoroughness and attention to detail has made my job easy. I'm sure that other officers of past years share my sentiment, that whatever has been done through our Association is due in no small way to the efforts of the Smiths.

I hope that it shall be the desire and the privilege of every member of the Association to work closer together during the coming year so that we may provide our worthy profession with an ever brighter tomorrow.

At the conclusion of President Blanton's address, Mr. Welch appointed the following members to serve on the *Committee on the President's Address*: W. S. Wolfe, Chairman; J. V. Farrington, and John C. Hood. Their report, presented and adopted at the last session of the convention, is inserted here in the interests of continuity.

Report-Committee on President's Address

Our Committee is delighted to voice its approval of your President's fine address. Mr. Blanton has done a wonderful job during his tenure of office and we feel that he has gone beyond the line of duty to serve the pharmacists over the State. His message carried with it the true meaning of a job well done. Our Association is indeed fortunate to have had such fine leadership of its officers, and assures us of the continued progress of pharmacy. Our president has merited the confidence bestowed upon him and rightfully deserves the honor of this high office. His pleasing personality and congenial nature has afforded him the cooperation of all the members in the accomplishment of his objectives. He has put his heart and soul in his work and his address is acceptable in its entirety. For those who were not present at the time of his address, we would like to enumerate the objectives proposed by Mr. Blanton:

(1) That we unite wholeheartedly in a campaign to assist our national and state leaders in the fight to preserve Fair Trade;

(2) That we form a working alliance with the Medical and Dental Associations to work locally against encroachment on our professional services by governmental agencies;

(3) That we combine our efforts to effect some relief from the burden of unnecessary duplication of products on our shelves;

(4) That we pledge ourselves both individually, and as an Association, to back the new Pharmacy School—to aid financially if necessary; and to assist the faculty of the school when called upon to do so;

(5) That we continue the program of carrying the Association to the local level, by means of district meetings. This, with but one change—the selection of September

New DISH-O-LATOR
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and October, rather than October and November for the meetings.

We concur in these objectives and respectively submit them for recommendation.

W. S. Wolfe
J. V. Fearrington
John C. Hood

The appointment of two committees was announced at this point by President Blanton. Committee on Time and Place: W. A. Ward, Chairman; Harold Vann Day and John T. Stevenson. Committee on Nominations: W. G. Gurley, Chairman; John C. Hood, Ralph P. Rogers, Sr., W. S. Wolfe, Alfred N. Martin, T. J. Ham, Jr., and Fred M. Moss.

Robert E. Abrams, Executive Secretary of the American College of Apothecaries and Managing Editor of *The Voice of the Pharmacist* was introduced by W. G. Dudley, Jr. of Reidsville. In an address entitled "The Pharmacy—What Makes It Tick," Mr. Abrams discussed a number of problems which he said must be solved before the profession can make any significant progress in the future.

Winston Davis, Deputy Manager of the Savannah River Operations Office of the Atomic Energy Commission said, in discussing "Atomic Energy in the Southeast," the South alone of the nation's regions has a substantive, aggressive, coordinated program underway to cash in on the peacetime atom now and also to prepare for a brighter future.

At the conclusion of his address, Mr. Davis exhibited a number of food items (meats and vegetables) which had been preserved over a period of months in the absence of refrigeration by atomic radiation.

The work of the Legislative Committee was reported by J. C. Jackson of Lumberton, Chairman.

Report of the Legislative Committee

J. C. JACKSON, *Chairman*

Mr. President, Members of the Association and Guests:

My report will be short due to the fact the General Assembly was not in session this year. Your committee has been relatively inactive.

The NCPA and the Board of Pharmacy, working as a unit, had a well defined legislative program set up for the 1957 session of the General Assembly, the new pharmacy building holding top priority. Most of our efforts were directed towards securing the necessary appropriation for the new building, which we hope will eventually solve our pharmacist shortage. After securing the building appropriation, there was little time left for other parts of the legislative program.

It is hoped more of our legislative program can be passed during the next session of the General Assembly. In particular, some loop holes in our pharmacy act need to be eliminated.

To explain the proposed revision in the State Pharmacy Act, members of the State Board of Pharmacy plan to visit the local and sectional clubs later this year. It is the thinking of your committee and the Board of Pharmacy that more can be accomplished by working in what we call "piece-meal" fashion rather than rewriting the entire pharmacy act at one time.

Last year we were fortunate in having two well qualified pharmacists in The General Assembly—Kelly Bennett of Bryson City in the Senate and John Henley of Hope Mills in the House. We hope both of these pharmacists will be reelected.

We need more pharmacists in the General Assembly; more pharmacists to take an active part in the fight for better pharmacy. We have a number of pharmacists who could be elected if they would agree to enter the county races. It takes time and money, both of which pharmacists seem to lack.

Pharmacy will suffer in Raleigh unless it receives the wholehearted support of the pharmacists back home. There are many pharmacists present at this convention today who did not mention pharmacy laws or the necessity of an appropriation for the school of pharmacy building to their representatives in the 1957 Assembly.

Pharmacy is our profession and we should be interested enough to work for it when the

opportunity presents itself. By so doing, much can be accomplished.

We will expect the usual number of tax bills to be introduced next year. We should offer more support to our national legislative program. We have a good chance at this time to do away with the excise tax. I hope something can be done to save fair trade.

At the conclusion of Mr. Jackson's report, the convention was adjourned.

THIRD SESSION

Monday Afternoon, 2:30 P.M.

The initial part of the session was devoted to a "Creative Ideas Conference" during which time the following subjects were first discussed in round table fashion, then summarized by these conference leaders:

1. Credit and Collections—Joe P. Barbour
2. Delivery Service—Wade A. Gilliam
3. Personnel—Jesse Miller Pike
4. Fair Trade—W. Dorsey Welch
5. Inventory Control—Edwin R. Fuller
6. Prescription Pricing—Sam W. McFalls
7. Rx Returns—B. Cade Brooks
8. Inter-Professional Relations—James Mitchener
9. Pharmacy Education—E. A. Brecht
10. Pharmacy Legislation—N. O. McDowell, Jr.
11. Pharmacy Law Enforcement—H. C. McAllister

Summarized versions of the discussions, as tape recorded, have or will be published in the CAROLINA JOURNAL OF PHARMACY.

Dr. T. T. Jones, Director of the Durham Alcoholic Information Center, was introduced by James R. Casteel. Subject of Dr. Jones address was "Headaches and Heartaches of an Alcoholic." The speaker suggested an approach to the alcoholic that has been effective in many cases towards lessening the problem of alcohol for many persons.

Following a question and answer period during which time Dr. Jones clarified a number of problems relating to the treatment of the alcoholic, the session was adjourned.

FOURTH SESSION

Tuesday, April 15, 8:30 A.M.

The report of the North Carolina Board of Pharmacy by Secretary H. C. McAllister immediately followed a business-starter breakfast, which got underway in the Washington Duke Hotel at 8:30.

The complete report of the Board of Pharmacy, including list of pharmacists and pharmacies starts on page 443 of this issue of the Year Book.

The report of the Membership Committee was presented by the Chairman, Mr. G. E. Andes of Wadesboro.

Report of the Membership Committee

G. E. ANDES, *Chairman*

Two years ago the Association embarked on an organized membership campaign, which consisted of compiling lists of prospects, mailing of literature, JOURNALS and letters to potential members and a follow-up campaign.

The work has paid off. Last year, 90 pharmacists joined our ranks. This year, our goal of 100 new members is nearing the mid-way point, 49 pharmacists having been added to the membership roll thru April 1st.

Membership of the NCPA is now at an all-time high. More pharmacists are now enrolled in the ranks of the Association than at any time in its past 78 years. While we are pleased with the record, it does not mean that all eligible pharmacists have joined our ranks.

There are still some desirable, eligible prospects that we need to enroll. In the months ahead, our effort will be pointed in their direction. In particular, greater emphasis will be on our reciprocity pharmacists, as today 50% of our newly licensed pharmacists are coming to us from other states. Being less familiar with our operation here in North Carolina than our own pharmacy graduates, they, as a general rule do not readily join our ranks.

You can assist the membership committee by explaining the benefits of such an Association as the NCPA to present non-mem

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bers. If you are uncertain as to the membership status of any particular pharmacists, all you need do is refer to the membership roll as published in the NCPA Year Book. A note to NCPA Secretary Smith in Chapel Hill will quickly bring an application blank.

John R. Kenny, Jr., Assistant Manager of Trade Distribution for E. R. Squibb & Sons, discussing "How to Have Your Cake and Eat It Too" said one way of doing this was by seeking new sources of profit from prescriptions, household remedies and vitamins. Mr. Kenney's address appeared in the May issue of the CAROLINA JOURNAL OF PHARMACY, page 185.

The next speaker, Mr. George A. Stevenson, Divisional Sales Manager of the Upjohn Company, spoke on "Promoting Prescriptions." This address appeared in the June issue of the CAROLINA JOURNAL OF PHARMACY, page 220.

A report of the activities of the Secretary-Treasurer of the NCPA was given by W. J. Smith of Chapel Hill.

Report of the Secretary-Treasurer

Mr. President, Members of the Association, Ladies and Gentlemen:

Durham pharmaceutical conventions are particularly significant to me for it was here in 1941 we first worked with local members in arranging an annual meeting of the NCPA. With practically no background for this sort of activity, we had to depend on Mr. Reamer and others for guidance.

Since that time the wheel has made two full revolutions, bringing us back to Durham, where we find Mr. Reamer just as active and many new faces on the scene.

There have been some changes but fortunately the picture is still a recognizable one. You'll find Charlie Andrews and Floyd Goodrich still performing a capable job at the registration tables. And at the program level, there are some interesting comparisons between '41 and '58. We were concerned with such subjects as "The Pharmacist in the Army" and "Fluorescent Lighting" in 1941; today it's atomic energy and a whole host of problems generated by a changing pattern in the distribution of drugs.

In 1941 we were being entertained by Freddy Johnson and his orchestra. Today, Fred is Atlanta Branch Manager of Parke, Davis and Company. And to demonstate that nothing changes like change itself, the hotel here was asking $5 for a double room in 1941.

Our total cash assets in May of 1941 was about $1,400. Today, the Association's net worth is better than $110,000. This has been accumulated for the most part in the last ten years, when the headquarters building project materialized.

During the calendar year 1957 the Association's income from all sources was $38,371.57; expenses totaled $35,400.26, leaving an income from operations of $2,971.31.

In addition, contributions to the Endowment Fund totaled $3,088.08, giving us a total net gain of about $6,000. Although depreciation of $3.088.08 is charged against this net gain by the Association's auditor, the over-all financial picture still improved to the extent of about $3,000.

Membership

Total membership of the Association in its five categories is now 1,307. This represents a gain over the previous year and for the first time, we have gone past the 1,300 mark in current dues paying members.

Our two auxiliaries are active with a combined membership in excess of 900 persons. Each year The Woman's Auxiliary works to exceed its previous membership total, the present one being 601.

The membership distribution is as follows:

Pharmacists Members	1,021
Associate Members	67
Honorary Members	6
Life Members	38
Student Branch Members	175
Total	1,307

VA Rx Program

There was a substantial gain in the number of Veterans Administration prescriptions processed through the offices of the Association in 1957.

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Pabalate® Sodium Free
☐ Tab. 100's ☐ Tab. 500's

Pabalate®-HC
☐ Tab. 100's ☐ Tab. 500's

Robaxin®
☐ Tab. 50's ☐ Tab. 500's

Dimetane®
☐ Tab. 100's ☐ Tab. 500's ☐ Elix. 1 Pt.
☐ Extentabs 100's ☐ Extentabs 500's
☐ Amp. 1 cc. (10 mg./cc.) 6's ☐ Vials 2 cc. (100 mg./cc.) 1's

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Why not check your stock of all Robins products at the same time —and be prepared

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In 1956 the dollar volume was $62,000. Last year it was $80,728. Since 18,374 prescriptions were involved in 1957, the prescription average was about $4.40.

Since the volume of business in February of this year reached an all-time peak, it is assumed that VA prescription business in North Carolina will soon approach the $100,000 mark.

Effective July 1st, the NCPA will start using the VA revised prescription fee schedule, which for non-prefabricated Rx medications increases the average by about 20 per cent. The minimum fee for any prescription has been stepped up from 50¢ to one dollar.

With respect to prefabricated medications, the only change involves an adjustment of the fees for less than full package quantities by providing a mark-up of 75 per cent for quantities having a wholesale cost of $4.00 or more.

A copy of the new pricing schedule will be mailed to all participating stores prior to July 1st.

Insurance Program

The Association's group life-hospital insurance program continues to expand. While the number of member stores participating is small percentage-wise, the owners and employees covered by the insurance appear well pleased with the protection and the manner in which claims are settled.

Two death claims have been paid in recent months and a large number of benefits under the hospital provisions of the policy have been taken care of by the underwriter, State Capital Insurance Company of Raleigh.

The Association at present has under consideration a form of insurance which has met with unusual acceptance since World War II. We refer to "major medical" or "catastrophe" insurance to take care of unusual expenses resulting from prolonged illness. As an example, a person age 50 can get $10,000 coverage less $300 deductible for about $35 a year—the coverage paying all hospital and medical expenses including three-fourths of the expense for private duty nurses.

Car Fund

Last fall the Association's executive committee established a "car fund" with the intent of eventually enabling the NCPA to provide an Association-owned car for its secretary. On two different occasions in the past funds for a car were raised privately by interested members of the Association. In anticipating a replacement of the present car by 1959, the executive committee authorized transfer of $1,000 of general funds to a special "car fund" account in 1957, and a similar amount has been added to the fund this year.

While the generous support of the members of this Association is recognized and appreciated, it was felt by members of the committee and others that a NCPA-owned car would be the business-like way of handling this matter in the future.

Dental Formulary

One of the most ambitious programs ever undertaken by the Association has just been completed. We refer to the N. C. Dental Formulary, which for the first time is being distributed at this convention.

We are proud of The Formulary and of the committee who worked for more than a year in its compilation. Plans are now underway to see The Formulary reaches the membership, and, more important, that the information contained within its covers is put to work.

Dental prescriptions represents perhaps the greatest source of untapped professional volume available to the pharmacist today. Some pharmacists who have explored this area are quite pleased over the results.

It has been a most pleasant year working with Mr. Blanton, who has covered the state from Asheville to Elizabeth City. While he soon will relinquish the duties of his office, it is a comfort to know we will continue to have the benefit of his advice and suggestions as a member of the executive committee for three years.

Our incoming president, Mr. Welch, has already outlined a busy schedule: Appointment of committees, Pharmacist of the Year dinner in mid-summer, district meetings in the early fall, and the Fall Convention Cruise to the Carribbean in late October. We will have to run fast to keep up with Dorsey.

To the other officers of the Association,

selling Alka-Seltzer® BRAND

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TV "FROM THESE ROOTS" Nation wide NBC network show

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TV "AS THE WORLD TURNS" Nation wide CBS network show

TV "EDGE OF NIGHT" Nation wide CBS network show

TV "THE RIFLEMAN" Nation wide ABC network show

TV "LEAVE IT TO BEAVER" Nation wide ABC network show

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to the general membership and to our auxiliary groups, our grateful thanks for their continuing support, which reflects itself in the high regard with which Pharmacy in North Carolina is held by most persons in and out of the profession.

Respectfully submitted,
W. J. Smith

RICCA AND NELSON

CERTIFIED PUBLIC ACCOUNTANTS

111 CORCORAN STREET BUILDING

DURHAM, NORTH CAROLINA

March 11, 1958

Mr. W. J. Smith, Secretary-Treasurer
North Carolina Pharmaceutical Association
Chapel Hill, North Carolina

Dear Sir:

We have examine the Statement of Assets and Liabilities of the NORTH CAROLINA PHARMACEUTICAL ASSOCIATION as of December 31, 1957 and the related Statement of Income and Expenses for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records together with other supporting records by methods and to the extent we deemed necessary in the circumstances.

In our opinion, the accompanying Statement of Assets and Liabilities and the related Statement of Income and Expenses present fairly the financial position of the NORTH CAROLINA PHARMACEUTICAL ASSOCIATION at December 31, 1957 and the results of its operations for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Respectfully submitted,
RICCA AND NELSON
C. Anthony Ricca
Certified Public Accountant

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EXHIBIT "A"

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
CHAPEL HILL, NORTH CAROLINA

STATEMENT OF ASSETS AND LIABILITIES AS AT DECEMBER 31, 1957

ASSETS

Current Assets:				
Cash on Deposit			$ 3,143.64	
Petty Cash			75.00	
Accounts Receivable—Regular			369.55	
Accounts Receivable—Veterans Administration			7,889.06	
Investments—Building and Loan Stocks			12,500.00	
Total Current Assets				$ 23,977.25
Fixed Assets:	*Cost*	*Reserve*	*Net Book Value*	
Land	$12,074.95	$ -0-	$12,074.95	
Office Equipment	4,427.31	2,176.35	2,250.96	
Building Equipment & Fixtures	10,199.24	5,043.19	5,156.05	
Building	72,514.81	9,180.39	63,334.42	
Total Fixed Assets	$99,216.31	$16,399.93		82,816.38
Other Assets:				
Endowment Fund—N.C.P.A.			$ 3,289.19	
Prepaid Insurance			245.02	
Loans to Pharmacy Students			1,800.00	
Investments at Cost			5,511.00	
Investments—Auto Fund			1,000.00	
Total Other Assets				11,845.21
TOTAL ASSETS				$118,638.84

LIABILITIES

Current Liabilities:			
Accounts Payable—Regular		$ 223.12	
Accounts Payable—Veterans Administration		7,191.80	
Prepaid Dues		124.00	
Total Current Liabilities			$ 7,538.92

NET WORTH

Balance—January 1, 1957		$108,119.54	
Add: Net Income—Exhibit "B"		2,980.38	
Total Net Worth—December 31, 1957			111,099.92
TOTAL LIABILITIES AND NET WORTH			$118,638.84

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and ONLY Stanback offers you this size package for...

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EXHIBIT "B"

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
CHAPEL HILL, NORTH CAROLINA

STATEMENT OF INCOME AND EXPENSES FOR YEAR ENDED DECEMBER 31, 1957

Income:			
Dues—Year 1957	$12,782.00		
Dues—Year 1956	108.00		
Dues—New Members	848.00		
Dues—Students	187.00	$13,925.00	
Journal Advertising		8,136.48	
Service Allowance—Veterans Administration		7,861.87	
Contributions		2,390.55	
Convention Revenue		1,691.17	
Dividends Earned		641.50	
Journal Subscriptions		316.00	
Institute Maintenance		825.00	
Seminars and Registration Fees		701.50	
Receipts—Mailing Service		350.00	
Sales—Supplies		354.88	
Sales—Fair Trade Books		180.00	
Sales—Other Books		911.28	
Purchases—Professional Supplies		86.34	
Total Income			$38,371.57
Expenses:			
Printing—Journal of Pharmacy		$ 6,107.72	
Salaries—Officers		8,275.00	
Salaries—Others		6,082.01	
Allowances—Officers		275.00	
Insurance		1,190.32	
Public Relations Expense		664.68	
Dues and Subscriptions		165.60	
Meetings and Seminar Expenses		1,353.26	
Office Supplies and Expenses and Printing		2,158.25	
Telephone and Telegraph		208.51	
Postage		1,461.82	
Legal and Audit		1,525.00	
Bank Service Charges		37.35	
Building Maintenance		795.29	
Heat, Light and Water		750.72	
Photographs		66.00	
Payroll Taxes		240.95	
Other Taxes and Licenses		296.12	
Travel		680.96	
Awards		320.24	
Purchases—Books		1,025.63	
Convention Expense		1,608.33	
Miscellaneous Expense		111.50	35,400.26
Income From Operations			$ 2,971.31

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. . . . *since 1885*

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Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-ninth volume, and the first printed copy was "Seeman Printed."

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of DURHAM, NORTH CAROLINA

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see the difference in sales
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EXHIBIT "B"

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
CHAPEL HILL, NORTH CAROLINA

STATEMENT OF INCOME AND EXPENSES FOR YEAR ENDED DECEMBER 31, 1957

Brought Forward		$ 2,971.31
Other Deductions:		
Depreciation	$ 3,085.56	
Loss on Sale of Equipment	2.52	3,088.08
Net Operating Loss		$ 116.77
ENDOWMENT FUND:		
Contributions	$ 3,021.43	
Earnings of Fund—Interest	75.72	3,097.15
Net Income—To Exhibit "A"		$ 2,980.38

President Blanton introduced Mr. T. J. Ham, Jr. of Yanceyville, who, as Chairman of the Institute of Pharmacy Committee, reported on the progress being made towards building an endowment fund.

NCPA Endowment Fund Report

T. J. HAM, JR., *Chairman*

Mr. President, Members of the Association, Ladies and Gentlemen:

In late 1956 the NCPA Endowment Fund was established, the purpose being to build up a perpetual trust fund so that the Association would have an assured income from year to year.

Starting off very modestly, the Fund had passed the two thousand dollar mark at our convention in Charlotte this past year. Since that time, contributions in varying amounts have been added to the Fund until today it totals $3,968.89.

While we are a long way from our goal of $50,000, it is significant that the Fund has been doubled in the last twelve months. A worthy goal to shoot at would be to double our present dollar total during the next twelve months.

In this connection, the bronze name panel which was announced one year ago, has been completed and mounted on the wall of the Institute of Pharmacy. In case you missed the original bronze tablet and the matching side-panel, you can qualify for another of the panels by contributing a minimum of $100 to the Endowment Fund. The panel will have space for 43 names.

Any profit resulting from the dinner Sunday night will be transferred to the Fund. As soon as all the bills have been paid, an accounting will be made to the Association's executive committee and the transfer effected.

If you are not familiar with the manner in which the Fund was established, it is important to emphasize that the principal remains in perpetual trust, only the interest and dividends from invested funds being available to the Association as a supplement to its regular income. Due to the comparative small size of the Fund at this time, the directors have elected to reinvest the earnings.

And it is anticipated this practice will continue unless a critical need arises for such help as The Fund might provide in an emergency.

The Endowment Fund Committee will continue its effort to reach the $50,000 goal, and in this endeavor, your advice and your assistance will be welcome.

Following acceptance of Mr. Ham's report, the session was adjourned by President Blanton.

FIFTH SESSION

Tuesday Afternoon, 2:30 P.M.

The closing session of the convention was devoted to reports, an address by Chancellor Aycock of the University of North Carolina and the installation of officers.



. . . then you're not from Laredo?

"Never been to Texas in my life. I run a drug store in Atlanta, G.A."

Why the ten-gallon hat?

"Secret compartment for spending money."

U-m-m-m. Oil well on the side?

"Nope — a Sealtest fountain on the side, and near the rear. Pulls 'bar flies' through every department in my store."

And you're getting rich off that?

"Doing all right. Folks keep coming back for Sealtest's *quality* ice cream. Buy lots of other stuff, too."

Sounds like a hot deal. Could you cut me in?

"Sure — I've got *my* neighborhood sewed up. Just call your local Southern Dairies salesman. He'll give you the low-down on high fountain profits."

sells your store . . .

Sealtest TRADE MARK ICE CREAM

A report on The Federal Excise Tax Act, which included the results of an extensive survey on the subject conducted by The NCPA Committee on Papers & Queries, was given by the Chairman of the committee, Mr. H. E. Lovett of Liberty.

This report appeared in the August issue of the CAROLINA JOURNAL OF PHARMACY, page 319.

Dr. Edward A. Brecht, Dean of the School of Pharmacy, University of North Carolina, discussed problems relating to pharmaceutical education, with particular reference to the new pharmacy building to be constructed on the campus of the University. Dean Brecht's report follows:

School of Pharmacy, University of North Carolina

By E. A. BRECHT, *Dean*

Members of the North Carolina Pharmaceutical Association and guests:

Each year an annual "Report to the Chancellor" for the School of Pharmacy is prepared. It would take almost an hour to read this report. You know from the busy schedule of this convention that this much time is not available. The full report is available in duplicated form to any residents of North Carolina who may wish to request a copy.

I prefer to limit the report today to the two most important points. (Author's note: The first point was concerned with the schedule for the construction of the new pharmacy building. Monthly reports in the CAROLINA JOURNAL OF PHARMACY have confirmed the predicted schedule. Construction was begun on May 27 and is scheduled for completion on August 20, 1959.)

The second point is concerned with an important and immediately related topic: the recruitment of students for careers in pharmacy. At the national level there has been a small decrease in the number of pharmacy students since the post-war maximum when college education was supported by the several "GI Bills." This decrease in the face of an increasing population and the general shortage of pharmacists throughout the United States (with the exception of the District of Columbia) was the source of serious concern.

National organizations such as the American Association of Colleges of Pharmacy and the National Association of Chain Drug Stores, and national firms, both pharmaceutical and non-pharmaceutical, have developed effective recruitment aids which have reversed the trend.

In North Carolina the limited size of our present pharmacy building forced a limitation on the number of students who could be accepted, and the School has been filled to full capacity year by year.

Nevertheless, effective recruitment has been helpful by enabling the selection of students best qualified for the profession.

Our recruiting of new students is done basically by the School in sending information and catalogues, television programs, etc. and by the University's Office of Admissions which has field men who visit many of the high schools.

However, I wish to emphasize that our best recruiting is done by our pharmacists and pharmacy students. These men and women are available on the local scene and are known and admired by the young people of each community. On the other side, our people know which students are the best qualified for entering the profession and can interest and encourage good prospects by discussing the profession and offering the real incentive of part-time work in a pharmacy.

Please accept this appreciation for the good work of the past.

With the new pharmacy building in 1959, recruitment will be more important than ever. In the past we have admitted each year 60 freshmen and 15 transfers as second-year students. In 1959 we shall hope to admit 120 freshmen and 75 transfers.

Keep up the good work, and always count on us at the School of Pharmacy for every cooperation.

E. Howard Cox, sales representative of the Pepsodent Company in the Durham area, presented the third annual Pepsodent Presidential Scholarship to Franklin Alexander Measamer of Sanford and an engraved plaque to President Blanton.

Cover Page

When archaeologists translated the 4,000 year-old Sumerian tablet pictured on our Year Book cover, they discovered it was an ancient prescription formulary—probably the oldest in the world.

Though the clay tablet, which measures 3¾ inches by 6¼ inches, was discovered more than 50 years ago, the meaning of the carvings on the tablet were not translated until recently by Dr. Samuel Noah Kramer, Research Professor of Assyriology at the University of Pennsylvania, with the assistance of Martin Levy, Philadelphia chemist.

The prescriptions show a broad acquaintance with chemistry among the ancient Sumerians. The ancient doctor used potassium nitrate, table salt, ground snake skin and turtle shell in his prescriptions. He also used botanical preparations from the seeds, bark, roots or leaves of cassia, myrtle, thyme, willow, pear, fir, fig and date. Asafetida was included.

The Sumerian doctor prescribed medicines for internal and external use. He mixed oils with the external preparations and added beer or milk to make internal medicines palatable. No magic spells or demons were called on for aid in enhancing the properties of the remedies prescribed.

Here as well as can be translated is one of the prescriptions appearing on the tablet: "Pulverize bark of the pear tree and the root of the moonplant; dissolve it in beer; let the man drink it."

Picture of the prescription tablet reproduced through courtesy of The University Museum, University of Pennsylvania, 33rd and Spruce Streets, Philadelphia 4. Reproductions of the tablet in light terra cotta may be obtained from The University Museum for $4.00. Write Mrs. Helen R. Brewton.

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Wade A. Gilliam, President of the N. C. Pharmaceutical Research Foundation, reported for that group.

Report of North Carolina Parmaceutical Research Foundation, Inc.

WADE A. GILLIAM, *President*

President Blanton, Members of the North Carolina Pharmaceutical Association, and guests:

In preparing this report I referred back to the tenth annual report presented by President McDuffie a year ago. His excellent report gave a factual summary of the Foundation's progress during its first decade. I hope that you will refer to his report because it would be out of place to repeat this information. This report will be limited to a brief summary of the financial status and activities of the current year.

Before giving this report I wish to pay tribute to Roger A McDuffie, who served as president of the Foundation from its incorporation in December of 1946 to the twelfth annual director's meeting in February of this year. He was drafted in 1957 to serve one last year so that he might continue as president at the 10th Anniversary Celebration held at the School of Pharmacy on April 3rd, a year ago. Roger was an excellent president. The welfare and progress of the Foundation was his constant concern, and still is his concern, and no personal effort was spared in the fulfillment of his duties. The success of the Foundation is the best tribute to his service.

The same tribute is due P. A. Hayes for his service as vice-president. The election of his successor was based on his wishes for replacement to "bring new blood" into the administration. The same tribute is also due Dean Brecht for the excellent manner in which he has served and is still serving as secretary.

I am sure that I speak for Vice-President W. B. Gurley when I say that we are honored and pleased in our election to the highest offices of the Foundation. We approach our duties with genuine humility and we invite your help and support toward continued progress. I am looking forward to working with our very capable and loyal board of directors.

In eleven years the Foundation has received $199,000 in contributions. This added to $30,000 interest on investments makes a total income of $229,000. Disbursements have been $65,000 to the University of North Carolina and $9,000 for operating expenses. Net worth is $129,000 in endowment funds and $26,000 in expendable funds, making total worth of $155,000. The income from investments now exceeds $6,000 per year. The investments are conservative and safe as required by the laws pertaining to non-personal funds of this type.

During the year the Foundation supported two graduate research fellowships, three undergraduate scholarship supplements, special library materials, and a half-time pharmacy research historianship. The total grant to the University for the School of Pharmacy was $4,442.00

The research historianship is new this year, and it is probably the only position of its kind in the pharmacy schools of this country. We are fortunate in obtaining Miss Alice Noble for this position. Her background, interest, and enthusiasm for this work is the best qualification for developing and permanently recording the history of total pharmacy in North Carolina. While it will take a long time to complete this assignment, if it can ever be completed, it is a matter of necessity that there be no further delay in the organization of historical records. This is an important phase of our work. I would like to suggest that you send Miss Noble items and papers of historical interest.

There is a display for the Foundation at this convention. This also is something new. If you have not examined it, please do so at your earliest convenience. Mr. Carl Bauguess, director of pharmacy extension, or one of his colleagues from the faculty will be available to answer your questions.

The imminence of a new, larger building for the School of Pharmacy prompts me to invite and urge your financial support. With the completion of the new Pharmacy building, more adequate facilities will be available for more graduate students. The Research Foundation is the answer as to whether or not funds will be available for

a more adequate graduate program. There is an increased interest in research in all scientific fields and if our Pharmaceutical Research program is to keep step with other sciences, the Foundation must provide funds and facilities for those young men and women who desire to pursue higher pharmaceutical education and research at our Pharmacy School at Chapel Hill. Actually the support of education and research is the sole purpose of the Foundation. If this is the purpose of the Foundation, what more tangible and finer thing can we do to promote the progress of our profession, than to support the Foundation?

It has been pleasing that an interest has developed during the year toward a bequest program to the School of Pharmacy. This worthy philanthropic interest should increase. Dean E. A. Brecht can supply further information to anyone who may be interested.

The fine record of the Foundation indicates a deep interest in the program on the part of not only the various branches of Pharmacy here in our State but also on the part of several pharmaceutical manufacturers outside the State. The support has been good, but it would be avoiding the truth not to state that the participation by a much larger number of pharmacists is highly desirable. Each pharmacist should follow the leadership of recent graduate from the School of Pharmacy. These students make pharmacy loyalty pledges to contribute ten dollars a year for ten years. There are a few pharmacists who have consistently contributed $100.00 per year. There have been many larger gifts.

Pharmacy has always had to help itself—to make its own way. The Foundation has been an effective step forward for our profession. Let's invest in the future of Pharmacy in North Carolina by contributing in some manner to the Foundation. You can make your gift to several memorial endowment funds or to expendable funds, or any way you wish to designate it.

In introducing the President of The Woman's Auxiliary, Mr. Blanton said "this part of the program is always a pleasure, for it livens and lightens our afternoon to have a representative from the Auxiliary to speak to us. Mrs. Dorsey Welch, president, will bring greetings from the Auxiliary at this time."

Woman's Auxiliary Report

By MRS. W. D. WELCH, JR., *President*

It is a pleasure and an honor to bring Greetings to you from the Woman's Auxiliary. This year we are more than 600 strong, with 237 attending the Convention.

On September 9, 1957 I was delighted to attend the North Carolina Pharmaceutical Association's Banquet in Swannanoa and to extend congratulations to Mr. W. A. Ward, The Pharmacist of the Year.

It was a pleasure to spend the day at the School of Pharmacy and to visit Dean Brecht and the faculty on November 11th. We share with you the pride and joy of, at last, seeing a "dream come true" in the construction of the new Pharmacy Building.

My visit with Miss Alice Noble in November was a most enlightening one. Her work with the Historical Research Foundation is both educational and valuable.

On the night of November 12th, I visited the Student Branch of the N.C.P.A. and saw and heard future leaders of your Association.

In January the Executive Board of the Auxiliary met at the Institute of Pharmacy and voted to give $100 toward the furnishing of the Student Center in the new Pharmacy Building, and any remaining funds to be given to the Institute of Pharmacy to be used as needed.

The principal of our Endowed Scholarship is $6,500. From the interest a $275 scholarship was awarded to a deserving senior at the School of Pharmacy.

We have a Student Loan Fund of $375 which has proved to be most helpful, and a Reserve Fund of $400.

It has been a pleasure to visit many of the Local Auxiliaries during the year, and to help organize a new Auxiliary in Chapel Hill. This brings our total to 13. The Local units have worked hard and have contributed generously to local charities, scholarships for Pharmacy Students, the School of Pharmacy, and the Institute of Pharmacy.

At the business meeting today receipts totalled $3,018.26. Five scholarships were given for students in the School of Pharmacy.

We have enjoyed meeting at the Institute of Pharmacy and we gratefully appreciate the many courtesies the North Carolina Pharmaceutical Association extends to our officers and members. We are proud to be an Auxiliary of your great Association.

It has been a pleasure to work with your president, Mr. Blanton, and we wish for you another successful year.

Mr. R. C. NeSmith, President of the TMA, brought greetings from the Drug Travelers and issued a special invitation to the TMA Party, scheduled later that night. He said the TMA's had just honored 25 past presidents of the organization by presenting each with an engraved gavel, designating year served as president. Honored were J. Floyd Goodrich ('29), W. McElveen ('31), W. A. Burwell ('32), A. D. Pollard ('33), P. A. Hayes ('34), H. M. Gaddy ('35), H. L. Barnes ('36), J. F. Neely ('39), J. W. Bennick ('40), C. H. Smith ('41), N. B. Moury ('42), L. J. Loveland ('43), and M. G. Morris ('45 and '46).

Joe Wear ('47), F. F. Potter ('48), C. E. Davis ('49), W. W. Morton ('50), G. C. Hartis ('51), R. H. Brownie ('52), W. S. Gibson ('53), R. L. White ('54), F. Stanley Perry ('55), James M. Darlington ('56), Stephen Forrest ('57) and R. C. NeSmith ('58).

W. A. Ward, reporting for the Time and Place Committee, recommended that the NCPA Executive Committee give "due consideration to scheduling the 1959 NCPA Convention in Asheville during the middle part of May." The report was accepted without change.

The report of the Committee on Nominations was read by W. B. Gurley, Chairman.

N.C.P.A. OFFICER NOMINEES
1959-1960

For President—Sam W. McFalls, Greensboro; James A. Way, Jr., Winston-Salem.

For First Vice-President—E. R. Fuller, Salisbury; A. Kirk Hardee, Jr., Charlotte.

For Second Vice-President—Robert B. Hall, Mocksville; Herbert E. Lovett, Liberty.

For Third Vice-President—Sam Jenkins, Walstonburg; John T. Stevenson, Elizabeth City.

For NCPA Executive Committee, 3 Years—John Biggs, Greenville; W. D. Welch, Jr., Washington.

For Member of the Board of Pharmacy, 5-Year Term—Paul Jenkins, Murfreesboro; N. O. McDowell, Jr., Scotland Neck; W. E. Hardee, Charlotte (Nominated from floor).

For Directors of N. C. Pharmaceutical Research Foundation, Inc.—F. Jackson Andrews, Durham; C. D. Blanton, Kings Mountain; C. T. Council, Durham; J. C. Jackson, Lumberton; Roger A. McDuffie, Greensboro; Jesse M. Pike, Concord; Ralph P. Rogers, Sr., Durham; W. Dorsey Welch, Washington.

The report of the Resolutions Committee was given by W. Latham West, Chairman. The resolutions, as adopted by the convention, were published in the May issue of the CAROLINA JOURNAL OF PHARMACY, page 201.

Mr. C. M. Andrews, convention registrar, reported total registration of 822 (NCPA, TMA and Woman's Auxiliary). This figure represented a substantial increase over the previous year.

At this point, President Blanton temporarily adjourned the meeting to permit the delegates to go to another room, where they were joined by members of the Woman's Auxiliary and the Traveling Men's Auxiliary for a joint-officer installation ceremony, followed by a reception honoring the newly installed officers.

W. Dorsey Welch, Jr. of Washington was installed as president of the NCPA along with Samuel W. McFalls, Edwin R. Fuller and Herbert S. Lovett, vice-presidents; W. J. Smith, secretary-treasurer, and C. M. Andrews, assistant secretary-treasurer.

Officers of the TMA appear on page 435 and officers of the Woman's Auxiliary on page 427.

In recognition of his services as president of the NCPA for the past year, a "President's Plaque" was presented to Mr. Blanton by John R. Kenny, Jr., acting on behalf of E. R. Squibb & Sons.

Following an address by Chancellor William B. Aycock of the University of North Carolina, the convention was adjourned.

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

LIFE MEMBERS

Andrews, Charles McDonald	Burlington
Bennett, Kelly Edmond	Bryson City
Best, John Harper	Greensboro
Bissette, Paul Branch	Wilson
Burgiss, Thomas Roy	Sparta
Carter, Samuel	Salisbury
Cobb, Clarence Harper	Durham
Copeland, Robert Royal	Ahoskie
Crabtree, W. A.	Sanford
Creech, William H.	Selma
Davis, David Ramsey	Williamston
Durham, Carl Thomas	Chapel Hill
Fishel, Arthur L.	Winston-Salem
Gattis, Phillip D.	Raleigh
Godwin, Clyde Fillmore	Pine Level
Greene, Herbert Cooper	Charlotte
Hedgepeth, Romulus Augustus	Lumberton
Hood, Thomas Ruffin	Dunn
House, Joseph	Beaufort
James, Albert Allison	Greensboro
Johnson, James Edwin, Jr.	Lumberton
Langdon, Ralph Edward	Fayetteville
Lisk, Daniel Clyde	Charlotte
Lyon, Frank Fuller	Oxford
McKay, Daniel McNeill	Durham
O'Hanlon, Edward Wilkins	Winston-Salem
Ray, Frederick, Jr.	Sanford
Rogers, Ralph Peele	Durham
Sedberry, Henry Stiles	Rocky Mount
Stanback, Thomas Melville	Salisbury
Suttlemyre, Philip Johnson	Hickory
Tart, David Whitfield	Greensboro
Thomas, Philip Langston	Roxboro
Thompson, Paul Herman	Fairmont
Watson, Robert Neal	Sanford
White, Luther	Wilmington
Wiggins, William Winston	Raleigh

HONORARY MEMBERS

Bowman, Frederick O.	Chapel Hill
Dargavel, John W.	Chicago, Ill
Graham, Frank Porter	New York, N. Y
Holton, Charles William	Essex Falls, N. J
Jones, Rowland, Jr.	Washington, D. C
Noble, Alice	Chapel Hil

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
1958 MEMBERSHIP ROSTER

—A—

Adair, Walter Holmes, Roxboro
Adams, James Walter, Asheville
Adams, Leron Dale, Newton
Adams, Wilbur Royster, Carolina Beach
Adams, William Robert, Jr., Wilson
Adkinson, Newton Frank, Avondale
Aiken, L. W., Mars Hill
Airheart, Jack W., Concord
Albright, George Bishop, Salisbury
Allen, Harry H., Jr., Cherryville
Allen, John W., Charlotte
Allen, Robert Eugene, Hickory
Alligood, Jarvis Marion, Greenville
Ameen, John U., Gastonia
Ammons, Dallas Lee, Salisbury
Ammons, Raymond M., Red Springs
Anders, G. Howard, Shelby
Anderson, Carolyn Cox, Lansing, Michigan
Anderson, Ernest R., Jr., High Point
Anderson, James W., Wilmington
Anderson, Joe, New Bern
Andes, Garrette Earl, Wadesboro
Andrews, F. Jackson, Durham
Andrews, John Puett, Winston-Salem
Andrews, John Warren, Winston-Salem
Andrews, Richard Homer, Burlington
Andrews, Wesley Thompson, Charlotte
Arena, James Edward, Durham
Arnold, Broddie Duke, Raleigh
Ashworth, Ralph Hilliard, Cary
Austin, Beverly Newton, West Jefferson

—B—

Bain, Jones Douglas, Clayton
Bain, Jones Douglas, Jr., Clayton
Baker, Horace, Mt. Airy
Baker, Walter Presley, Raeford
Balas, John B., Charlotte
Ball, Harold Lee, Winston-Salem
Banner, Robert Dale, Spruce Pine
Barber, Ronald E., Mt. Gilead
Barbour, Joseph Parker, Burlington
Barbour, Joseph P., Jr., Greensboro
Barbrey, Herman Sutton, Jr., Goldsboro
Barefoot, Lexie Glenn, Asheville
Barefoot, Loretta Jean, Asheville
Barger, Charles Glenn, Jacksonville
Barnett, Charles Mason, Henderson
Barnett, Frank, Jr., Henderson
Barnett, Jimmie, Henderson
Barringer, Harry Alexander, Concord
Barringer, John Marshall, Carthage
Barton, William H., Greensboro
Basart, Jasper M., New Bern
Bass, James Albert, Wilson
Bauguess, Carl Thomas, Jr., Chapel Hill
Beason, Robert Hoyle, Boiling Springs
Beavans, Samuel Clark, Enfield
Beck, Albert L., Jr., Hendersonville
Beck, Quay H., Fletcher
Beck, William C., Hendersonville
Beddingfield, Charles Herman, Clayton
Bell, Frank Roland, Beaufort
Bell, L. R., Tarboro
Belton, Charles N., Mt. Airy
Bender, Walker Meares K., Fayetteville
Bennett, Donald Leon, Albemarle
Bennick, James E., Asheboro
Benson, Ernest Stuart, Wilmington
Benson, Harley O'Neil, Graham
Betts, John Alvin, Albemarle
Bias, William Carol, Wadesboro
Biggs, John Waller Smallwood, Greenville
Birkitt, Sebastian Poisal, Charlotte
Birmingham, John Steele, Hamlet
Bishop, Howard Lewis, Asheville
Bissett, Donald Hines, Kinston
Bissette, Paul Branch, Jr., Wilson
Buis, John H., Raleigh
Black, Samuel Norman, Ormond Beach, Florida
Black, William E., Waynesville
Bland, Joseph F., High Point
Blanton, Charles Donald, Kings Mountain
Blanton, Charles Donald, Jr., Kings Mountain
Blue, D. Adolph, Carthage
Bobbitt, A. Bracey, Winston-Salem
Boger, Richard Albert, New Bern
Bolton, James Cener, III, Woodland
Bolton, Robert Baugham, Rich Square
Booker, Elsie Hudson, Durham
Boone, Demetrius Leonard, Durham
Boone, William Thomas, Ahoskie
Booth, Guthrie Donald, Durham
Bostian, Thomas Richard, Kannapolis
Bowers, Jimmie C., Lincolnton
Boyd, Shelton Bickett, Mt. Olive
Bradshaw, Edward Luther, Kinston

Bradshaw, Edward Luther, Jr., Kinston
Brady, Charles A., Sr., Hickory
Bradley, William Vernon, Jr., Kannapolis
Brame, Philip Augustus, North Wilkesboro
Brame, Robert Marvin, Jr., North Wilkesboro
Brantley, John Calvin, Raleigh
Brantley, John Calvin, Jr., Raleigh
Brantley, William Cain, Winston-Salem
Brecht, Edward A., Chapel Hill
Brewer, Mary Marsh Hood, Pink Hill
Brewer, Stroud Otis, Sr., Durham
Bridges, Albert Reid, Rutherfordton
Brinkley, Clifton Scott, Kernersville
Brison, John Edgar, Gastonia
Brison, Samuel Pressly, Belmont
Brisson, Edward, St. Pauls
Brisson, Lloyd Clifford, Fayetteville
Britt, Grady, Raleigh
Britt, Robert Timothy, Raleigh
Brodie, Thomas Lewis, Fayetteville
Brooks, Baylus Cade, Fayetteville
Brooks, C. McLane, Monroe
Brooks, Frank Gibbons, Siler City
Brooks, Frank Gibbons, Jr., Siler City
Brookshire, James Edwin, Winston-Salem
Brookshire, Lloyd P., Asheville
Brookshire, Lorain Balfour, Asheville
Brothers, Arthur Etheridge, Elizabeth City
Brown, Earl Triplett, Chapel Hill
Brown, Henry Shelton, Goldsboro
Brown, John Herndon, China Grove
Brown, William Colfax, Greensboro
Browning, Alton Cain, Greensboro
Browning, David Benjamin, Kinston
Bruce, Thomas Milton, Hot Springs
Bryan, W. D., Tarboro
Buchanan, Elmer William, Greensboro
Buchanan, Ernest Chadwell, Kinston
Buckner, Wilfred B., Charlotte
Buhmann, Walter L., Asheville
Bumgardner, Shirley Weaver, Blowing Rock
Bunch, Luther Elmo, Goldsboro
Bunn, Richard Speight, Elizabeth City
Burgiss, Thomas Reeves, Winston-Salem
Burnette, John Paul, Jr., Rocky Mount
Burris, Loy Ray, Valdese
Burris, Loy Ray, Jr., Valdese
Burrus, Samuel Brainard, Canton
Burt, Milton Stanley, Durham
Burwell, William Armistead, Raleigh
Butler, Alman Byron, Clinton
Bynum, Carney Washington, New Bern

—C—

Cable, Maurice Leroy, Asheville
Cagle, Carlus Vann, Greensboro
Cain, Charles MacBeth, Henrietta
Cain, Leighton Dewey, Kannapolis
Caldwell, Earle G., Lumberton
Caldwell, Palmer L., Faison
Callahan, Virginia L., Asheville
Callicutt, Richard Douglas, High Point
Campbell, Charles Clifford, Maiden
Cameron, Marcus, Greensboro
Campbell, Francis Earle, Hamlet
Campbell, Howard Turner, Maiden
Campbell, Rowe B., Taylorsville
Campbell, Rowe Bogle, Jr., Taylorsville
Canaday, Ralph Clarence, Four Oaks
Cannon, Claude Claiborne, Durham
Capps, Earl U., Ahoskie
Cardell, Jeremiah Curtin, Lenoir
Carmel, Harry L., Fayetteville
Carraway, Ernest L., Jr., Wilmington
Carrigan, James Frank, Salisbury
Carroll, G. L., Wilmington
Carroll, William Wright, Sr., Dunn
Carswell, John H., Chapel Hill
Carter, Donald Kermit, Elizabethtown
Carter, Leo Harrison, High Point
Carter, Lewis Harold, Chapel Hill
Carter, Ralph Edward, Jr., Wilmington
Carter, Wade A., Lowell
Caruthers, Morrison Rankin, Raleigh
Casteel, James Ralph, Durham
Caudle, Virginia, Winston-Salem
Causey, John H., Rutherford College
Cavanaugh, Samuel MacDonald, Rose Hill
Champion, Herbert O., Waynesville
Chandler, Peggy Black, Kannapolis
Chandley, Albert Brookshire, Asheville
Chapman, Donald Kenneth, Winston-Salem
Charles, Fred Richard, Winston-Salem
Cherry, James Lunsford, Charlotte
Civil, John Keough, Charlotte
Clapp, Ernest Bernard, Newton
Clark, Claude Baxter, Jr., Williamston
Clark, George Edward, Warsaw
Clarkin, John R., Jr., Hamlet
Clayton, Albert Winfrey, Jr., Durham
Claytor, David Dortch, Greensboro
Cline, Frederick Herman, Charlotte
Clodfelter, Walter Allen, Jr., Asheboro
Cloer, Paul Link, Lenoir
Cobb, James Louis, High Point
Coble, George S., Stanley

Cochrane, Arthur Linwood, Jr., Jackson
Coffee, Hubert M., Asheboro
Cohen, Robert I., Kinston
Cole, Alfred F., Jr., Roxboro
Cole, Thomas R., Sanford
Coleman, Robert Astor, Burlington
Coley, Walter Newton, Raeford
Collette, Roy Wilson, Mocksville
Collier, Wesley Thomas, Greenville, S. C.
Collins, Ben F., Jr., Greensboro
Collins, Robert E., Elizabeth City
Compton, James Wesley, Salisbury
Comstock, Samuel E., Charlotte
Cooper, Ben F., Corvallis, Oregon
Coppedge, John Benjamin, Raleigh
Copses, Charles Peter, Charlotte
Cornwell, Amos Halstead, Lincolnton
Cornwell, George Thomas, Morganton
Council, Commodore Thomas, Durham
Courts, Ben Carter, Thomasville
Courts, Ellyn Gardner, Thomasville
Cox, Robert Olin, Winston-Salem
Cox, Rupert, Raleigh
Craig, William Franklin, Charlotte
Crawford, Harvey Dinsmore, Swannanoa
Creech, James Leonard, Smithfield
Creech, Leonard Ralph, Oxford
Creech, W. Grover, Selma
Creekmore, Raymond L., Delco
Crispens, Warren E., Greensboro
Crissman, Uba Frank, Lexington
Cromley, Robert Irvin, Raleigh
Crowell, Charles Milton, Mooresville
Crumpler, Leonard H., Raleigh
Crutchfield, Thomas Garrett, Greensboro
Culbreth, Graham McKenzie, Southern Pines
Curtis, James Richard, Bessemer City
Curtis, Thomas E., Waynesville

—D—

Dameron, Hubert Gordon, Tabor City
Daniel, Elbert Clifton, Zebulon
Daniels, H. Hallet, Ahoskie
Darden, Robert Jackman, Clinton
Darlington, James M., Winston-Salem
Davis, Arch Lyle, Statesville
Davis, David Ramsey, Jr., Williamston
Davis, Joseph Gomer, Spindale
Davis, Marvin Lee, Elm City
Davis, William Edward, Reidsville
Dawkins, William Atlas, Jr., Clinton
Day, Harold Vann, Spruce Pine
Day, Lewie Griffith, Spruce Pine
Dayvault, Frank Wilson, Lenoir
Deal, Harland Murlee, Lenoir
Dean, Fletcher Sims, Lumberton
Dees, Robert Register, Burgaw
DeLozier, Martin, Waynesville
Dement, William Taylor, Oxford
Denson, Millard D., Burlington
Dever, James Henry, Greensboro
Dewar, Robert L., La Grange
Dillon, Henry Edwards, Elkin
Dimmick, Graham B., Jr., Charlotte
Dingler, Kenneth, Statesville
Dixon, Walter Reginald, Charlotte
Dollar, Aubrey Chester, Jr., Winston-Salem
Dowdy, David Astor, High Point
Dowdy, David Astor, Jr., High Point
Dowdy, J. Henry, High Point
Doyle, Lewis B., Jr., Roanoke Rapids
Dudley, William Garland, Jr., Reidsville
Duffy, Henry Bryan, New Bern
Duguid, Helen, Kinston
Dukes, Wyndham Stloe, Greensboro
Dunlap, Henry H., Jr., Durham
Dunlap, Ralph Harry, Winston-Salem
Dutton, Gene Raymond, Hickory
Duvall, Clyde Jefferson, Brevard

—E—

Eadie, Edward Blease, Charlotte
Eatman, Garland Adelbert, Wilson
Edmonds, George Heston, Greensboro
Edmonds, Marion Myers, Greensboro
Edmondson, Edwin Wilson, High Point
Edwards, Charles Ruffin, Albemarle
Edwards, James C., Wilmington
Edwards, James W., Winston-Salem
Edwards, Kenneth, Jr., Stantonsburg
Edwards, Otho Crowell, Raleigh
Edwards, Sherwood McDonald, Jr., Ayden
Edwards, Snowdie McGroover, Ayden
Elliott, Augustus Green, Fuquay Springs
Elliott, Augustus Green, Jr., Fuquay Springs
Elson, John Richard, Jr., Enka
Ennett, William Borden, Swannsboro
Etheridge, Samuel Bushell, Washington
Etheridge, Thomas Jarvis, Bailey
Eubanks, Clyde Lee, Chapel Hill
Eubanks, James Norwood, Greensboro
Evans, Floyd Herbert, Greensboro
Evans, Harold E., High Point
Evans, James Edward, Marion
Evans, William Bryant, Greensboro

—F—

Faircloth, Vernon L., Charlotte
Fairley, Allene Warren, Dunn
Fairley, Robert Brittain, Dunn
Farrington, John Vanstory, Greensboro
Feagin, Eugene Lloyd, Hendersonville
Fearing, Malcolm Keith, Jr., Manteo
Ferguson, Clarence M., Jr., Siler City
Ferguson, Howard Quinn, Randleman
Ferguson, J. Frank, Jr., Durham
Ferguson, Lewis M., Taylorsville
Finger, Zack Lester, Morganton
Fisher, Clarence G., Thomasville
Fisher, Don Hedrick, Thomasville
Fisher, Lester, Statesville
Fisher, Lester Jerry, Statesville
Fisher, Oveda, Wilmington
Fisher, Paul Lewis, Jonesville
Fleming, Oliver G., Smithfield
Fletcher, James Hugh, Marion
Floyd, Calvin Moore, Jr., Roanoke Rapids
Flynn, Hubert Lanier, Winston-Salem
Fordham, Christopher C., Jr., Greensboro
Forrest, Bedford Brosier, Hillsboro
Forrest, William G., Gastonia
Forrester, Preston Reynolds, Albemarle
Foss, Ernest L., Washington
Foster, J. C. Coke, Tryon
Foster, Dan William, Asheville
Fowler, Evelyn Blanchard, Salisbury
Fox, Carolyn Twiggs, Winston-Salem
Fox, Howard Spencer, Winston-Salem
Fox, James Hamilton, Asheboro
Fox, Junius Claude, Jr., Chapel Hill
Franklin, Russell Edmund, Greensboro
Freeman, Pete Delon, Burlington
Friday, John Paul, Gastonia
Fuller, Edwin Rudolph, Salisbury
Futrell, Clyde Loraine, Cary

—G—

Gabriel, James Chandler, Mooresville
Gaddy, Charles H., Clinton
Gaddy, Henry M., Asheville
Gaddy, Phil, Marshville
Gamble, Charles Franklin, Monroe
Gamble, Joseph Paul, Monroe
Gammon, Hunter Oakley, Reidsville
Gardiner, Paul L., Greensboro
Gardner, John T., Mooresville
Gardner, Windfield Scott, Burlington
Gaylord, Jeremiah Thomas, Kinston
Gibson, John Howard, Whiteville
Gilbert, Lacy Earl, Jr., New Bern
Gilbert, Loamie, Benson
Gilbert, Loamie Mercer, Jr., Maxton
Gillespie, Charles B., Jr., Raleigh
Gilliam, Alvis B., Jr., Reidsville
Gilliam, Wade Axom, Winston-Salem
Gillikin, Claude Elton, Kenly
Gilmore, Lamar M., Kannapolis
Glenn, Jamerson Samuel, Mt. Olive
Glenn, Roland A., Burnsville
Goodrum, Cloyd Smith, Davidson
Gordon, Freda Hobowsky, Norfolk, Va.
Gordon, T. W., Thomasville
Gowan, Steve W., Wallace
Graham, Carroll C., Greensboro
Graham, Henry Neill, Albemarle
Graham, John Calhoun, Red Springs
Graham, Leon Irvin, Wallace
Graham, William W., Peachland
Grandy, John I., Charlotte
Grantham, James G., Charlotte
Grantham, Lewis Irvin, St. Pauls
Grantham, Reid Bridgers, Red Springs
Greene, Henry Wilson, Wilmington
Greene, James Paul, Boone
Greene, James Simpson, Morganton
Gresham, John William, Wilson
Greyer, Mary Alice Bennett, Bryson City
Griffin, Ellerbe Wilson, Jr., Kings Mountain
Griffin, Octavus, Roanoke Rapids
Griffin, Sandy D., Burlington
Griffin, William Cicero, Raleigh
Griffin, William Crane, Roanoke Rapids
Griffin, William Russell, Old Fort
Griffith, Wiltshire, Hendersonville
Griffith, Wiltshire, Jr., Hendersonville
Grimes, George David, Robersonville
Gross, Nicholas R., Whiteville
Guion, Clyde Doyle, Cornelius
Guion, Howell Newton, Marshville
Gurley, William Burden, Windsor
Guthrie, Clarence Hudson, Beaufort

—H—

Hackney, Eugene W., Lumberton
Hackney, Sara Jackson, Lumberton
Hall, James Malcolm, Jr., Wilmington
Hall, Robert Buckner, Mocksville
Hall, Sam Cannady, Oxford
Hall, Stacy Buckner, Mocksville
Ham, Thomas J., Jr., Yanceyville
Hammond, Henry A., Charlotte
Handy, Kenneth E., Raleigh

Hardee, A. Kirk, Jr., Charlotte
Hardee, W. E., Charlotte
Harden, Wilkins, Columbia, S. C.
Hardy, Rudolph, Concord
Hargett, Christopher Barker, Greenville
Harman, John F., Jr., Lexington
Harper, James E., Concord
Harper, William Lacy, Hendersonville
Harrell, Ollie Cecil, Colerain
Harrelson, William Howard, Tabor City
Harrington, Gerald Kelly, Sanford
Harris, George Wesley, Chapel Hill
Harris, Joseph Claxton, Durham
Harris, Joseph Claxton, Jr., Durham
Harris, Larry C., Blowing Rock
Harris, William B., High Point
Harrison, James William, Asheville
Harrison, John R., Troy
Harrison, Robert Franklin, Draper
Hartis, Gilbert Clyde, Winston-Salem
Harward, Ben Russell, Raleigh
Hatcher, Joseph Earl, Kenansville
Haupt, Edward, Newton
Hauss, Harry Lynn, China Grove
Hawkins, Charles Bruce, Bryson City
Hawkins, Clayburn Irvin, Madison
Hawkins, Perry E., Atlanta, Ga.
Heath, R. Veston, Kinston
Hege, Gerald Dean, Whiteville
Henderson, G. E., Alexandria, Va.
Hendrick, Arthur Boyd, Kannapolis
Hendrix, Jennings O'Neal, Canton
Henley, John Tannery, Hope Mills
Henriksen, Harold Eugene, Wilmington
Herndon, Harris Howard, Winston-Salem
Herrin, J. Clegg, Albemarle
Herring, Elbert N., Raleigh
Herring, Robert Roscoe, Oxford
Herring, Rufus McPhail, Clinton
Hickman, Jack H., Asheville
Hicks, Allen Milton, Pikeville
Hicks, Charles G., Raleigh
Hicks, Jean Snyder, Charlotte
Hicks, John E. F., Goldsboro
High, Paul J., Lincolnton
Hill, Jonathan Adoneran, Charlotte
Hines, Robert Milton, Panama City, Fla.
Hix, David T., Burlington
Hobbs, Alden, Kinston
Hobbs, Martha Ann Smith, Kinston
Hocutt, Delma Desmond, Henderson
Hoffman, E. N., Lumberton
Hoffman, Joe F., Jr., High Point
Hoffman, Walter Conrad, Guilford College
Hogan, Alexander Lacy, Kinston
Holland, Louis Lea, Hamlet
Holland, Tom, Mt. Holly
Holland, Willis Froneberger, Mt. Holly
Hollowell, William Clyde, Greensville
Hollowell, W. Herbert, Jr., Edenton
Honeycutt, George W., Rockingham
Hood, John Cogdell, Kinston
Hood, John C., Jr., Kinston
Hooper, Fred Lambert, Sylva
Horne, Henry Ruffin, Fayetteville
Horner, Lucille Earl, Charlotte
Horton, William Donald, North Wilkesboro
Horton, William Pitts, Wilson
Houser, William Henry, Cherryville
Howard, Julius F., Wilmington
Howe, Alfred Gregory, Richmond, Va.
Howell, Viola Richards, Dobson
Howell, William Lawrence, Jr., Raeford
Hoyle, Edgar D., Cooleemee
Hoyle, Marion Hudson, Cooleemee
Hudson, Ray Truman, Charlotte
Humphries, A. T., Charlotte
Hunsucker, Evelyn Stutts, Gibson
Hunter, James Boyce, Charlotte
Hunter, Jeanette, West Palm Beach, Fla.
Hunter, Joseph Everett, Jr., Columbia S. C.
Huntley, Clarence Oscar, Lenoir
Huss, Kelly William, Cherryville
Hutchins, James Alexander, Winston-Salem

—I—

Ingle, Calvin Eldridge, Weaverville
Ingram, James Thomas, Roanoke Rapids
Ingram, Laurance M., High Point
Inman, George Graham, Rockingham
Irwin, Dwayne Alton, Elkin
Irwin, Robert Louis, Elkin
Isaac, Douglas W., Marion

—J—

Jackson, Jasper Carlton, Lumberton
Jackson, Leonidas, Erwin
James, William Allen, Belmont
Jefferies, C. L., Raleigh
Jenkins, Ingram, Charlotte
Jenkins, Paul Ronald, Murfreesboro
Jenkins, Sam, Walstonburg
Jernigan, Rupert Watson, Chapel Hill
Johnson, Arthur Richardson, Winston-Salem
Johnson, Graham Page, Jacksonville
Johnson, Rowland H., Robbins

Johnson, Roy Josiah, Asheville
Johnson, Sidney B., Jr., Charlotte
Johnson, Troy Humphrey, Raleigh
Johnson, Walter P., Kinston
Johnson, William Spurgeon, Rocky Mount
Johnson, Woodrow Wilson, Fuquay Springs
Johnston, Clyde Anthony, Littleton
Joiner, Arthur Eugene, High Point
Joiner, Leon Benjamin, Salisbury
Jolley, Carl Edgar, Lawndale
Jones, Alpheus, Jr., Warrenton
Jones, Charles Flourney, Jr., Oxford
Jones, David Edward, Beaufort
Jones, Dolan, Monroe
Jones, George Haywood, Zebulon
Jones, John Douglas, Chesterfield, S. C.
Jones, John Lee, Canton
Jones, John Lee, Jr., Canton
Jones, Maynard Lowrey, Asheville
Jordan, William Merritt, Jr., Marion
Jowdy, Albert W., Jr., New Bern
Julian, Leslie B., Tryon

—K—

Kale, Robert Glenn, Durham
Kauffman, William H., Asheville
Keating, Thomas M., Canton
Keever, Zeb Thomas, Jr., Lincolnton
Keith, Robert M., Gastonia
Kelly, Hunter Liggett, Durham
Kendrick, Melvin C., Greensboro
Kerr, Banks D., Raleigh
Kinard, Edward R., Jr., Greensboro
Kiger, Robert W., Shelby
King, Alfred Henderson, Durham
King, Benjamin Franklin, Greensboro
King, Roland Gabriel, New Bern
King, Van Hill, III, Wilmington
King, Winfred A., Mt. Airy
Kiser, Arthur George, Asheville
Kiser, Frank, Asheville
Kiser, Ray Alexander, China Grove
Kluttz, John, Rutherfordton
Knight, James Oliver, Rocky Mount
Knight, Richard A., Pinehurst
Koonce, Samuel G., Chadbourn
Koonts, Archie Alva, High Point
Kritzer, Everett Loftus, Albemarle

—L—

Lamar, W. L., Denton
Lambeth, Donald C., Morganton
Lamm, Lewis Marion, Mt. Airy
Lane, Robert L., Greensboro
Langdon, F. Hampton, Greensboro
Langdon, Roscoe, Columbia, S. C.
Langston, Douglas O., Franklinton
Langston, Milton Beron, Jr., New Bern
Lanier, LeRoy, Jr., Fayetteville
Lanning, Edward Ray, Jr., Lexington
Lasley, Charles Glenn, Draper
Latta, Patsy Upchurch, Durham
Lazarus, Joseph, Sanford
Lea, Lumartin John, Laurinburg
Leatherwood, Jerry R., High Point
Ledbetter, E. DeBerry, Lexington
Leitch, Henry K., Albemarle
Leonard, Holland Braudis, Jr., High Point
Lewis, William Clyon, Kannapolis
Lewis, Wilson Knowles, Mt. Olive
Libbus, Thomas Anthony, New Bern
Lindsay, Bobby Clay, Salisbury
Link, Francis Philip, Reidsville
Linn, Tom Latan, Landis
Lloyd, Allen Alexander, Hillsboro
Lloyd, William L., Garner
Lockhart, Bernard Otis, Orlando, Fla.
Lambard, William O., Concord
London, Lawton W., Jr., Mooresville
Lore, Sara Fountain, Kernersville
Lott, A. Bennette, Clyde
Lovelace, Bill, Jr., Hudson
Lovett, Herbert Edward, Liberty
Lowder, James Franklin, Winston-Salem
Lowder, John Henry, Marion
Lowder, Thomas M., Jr., Greensboro
Lutz, Horace Cleveland, Hickory
Lynch, Herman Wright, Dunn
Lynch, Norman Walker, McColl, S. C.
Lynch, William F., Hillsboro
Lyon, Robert Phillips, Wadesboro

—M—

Mabry, Charles Snellings, Hamlet
MacKesson, Louis Walton, Statesville
Macon, Arthur Boise, Mt. Airy
Malion, Harold Edward, Fairmont
Mancini, Lawrence H., Fayetteville
Markham, George Wilber, Fayetteville
Marple, Keith E., Durham
Martin, Alfred Newman, Roanoke Rapids
Martin, John Wilford, Macclesfield
Martin, Robert Milus, Ahoskie
Martin, S. L., Jr., Leaksville
Massengill, David Waugh, Bristol, Tenn.
Mast, William H., South Hill, Va.
Mathews, George W., Asheville
Matthews, John Ivey, Raleigh

Mauney, Harry McCombs, Hayesville
Mauney, Walter McCombs, Murphy
May, Thomas Hilliard, Wake Forest
Mayrand, Louis Phillip, Winston-Salem
McAdams, Jack Webster, Burlington
McAllister, Harmon Carlisle, Chapel Hill
McAllister, Larry Bikle, Graham
McBride, Thomas L., Marshville
McCollum, Numa Hill, Jr., Leaksville
McCorkle, Mack Elmo, Burlington
McCormac, Douglas Alexander, Burlington
McCoy, J. Kenneth, Durham
McCrimmon, Dan Grier, Pittsboro
McDaniel, Eldon, Charlotte
McDaniel, Paul L., Wilmington
McDonald, A. H., Durham
McDonald, Joanne Schell, Hickory
McDonald, John Cameron, Durham
McDonald, William Russell, III, Hickory
McDowell, Norfleet Owen, Scotland Neck
McDowell, Norfleet Owen, Jr., Scotland Neck
McDuffie, Roger Atkinson, Greensboro
McFalls, Charles D., Madison
McFalls, Oliver Wendell, Greensboro
McFalls, Samuel Woodrow, Greensboro
McFarland, Thomas W., Charlotte
McGee, James Conrad, Jr., Asheville
McGugan, Vance G., Mocksville
McKeithan, Herbert, Jr., Laurinburg
McKenzie, C. B., Winston-Salem
McLean, Alton Lee, Jr., Raleigh
McLean, George Woodrow, Clinton
McNeill, John Albert, Whiteville
Means, Mack R., Hickory
Mebane, Alfred Holt, III, Greensboro
Medlin, W. E., Gastonia
Melvin, Marion Butler, Raleigh
Meroney, Carl P., Rutherfordton
Merritt, Morris E., Wilmington
Meschke, Barbara Dillard, Wilmington, Del.
Metts, Horace M., Charlotte
Miles, Morton Clifton, Henderson
Millaway, Eugene Delano, Burlington
Miller, Archibald J., Hendersonville
Miller, Donald Joseph, Raleigh
Miller, Paul W., Spencer
Miller, Robert Edward, Elizabeth City
Miller, William J., Valdese
Milliones, Peter T., Charlotte
Mills, John Craton, Cliffside
Mills, John E., Cliffside
Mills, Joseph Arthur, Tabor City
Mills, Oscar Walter, Spray
Milton, Robert H., Salisbury
Minnick, William Kendall, Bristol, Va.,
Minton, Solon Scott, Jr., Candler
Mitchell, Clarence Eugene, Highlands
Mitchell, Henry Gaither, Burlington
Mitchell, John D., Kannapolis
Mitchell, Thomas Wayne, Cary
Mitchener, James, Concord
Mitchener, John Agrippa, Jr., Edenton
Mobley, Benjamin K., Burlington
Mock, Charles Henry, Boone
Moir, A. L., Burlington
Montesanti, Joe, Jr., Southern Pines
Moore, A. Roy, Wilson
Moore, Horace W., Lexington
Moore, John W., Asheville
Moore, Milton Alvin, Tarboro
Moore, Milton Alvin, Jr., Tarboro
Moorefield, George M., Wadesboro
Moose, Hoy A., Mt. Pleasant
Moose, Hubert Foy, Statesville
Moose, Walter Lee, Greensboro
Morris, Eugene M., Brevard
Morris, Stephen Carroll, Dunn
Morrison, Brame P., Wilson
Morton, William A., Wilmington
Moss, Fred Morris, Gastonia
Mosteller, William H., Albemarle
Mueller, Reinhold Ernst, High Point
Murr, George Frank, Thomasville
Murray, Billy Roger, Raleigh
Murrell, Harry Thomas, Albemarle
Musgrove, William McKinley, Catawba
Myers, Leslie M., Winston-Salem

—N—

Nance, John Sanford, Charlotte
Nance, John S., Jr., Miami, Fla.
Needham, Billy Wright, Mt. Airy
Neil, Joseph W., Huntersville
Nelson, Stacy Gordon, Aulander
Neville, Augustus, Spring Hope
Nicholson, Michael Albright, Troy
Northcott, William Warren, Winston-Salem

—O—

Oakley, Calvin Sneed, Mebane
Oakley, Curtis Hill, Roxboro
Oakley, James Ray, Ahoskie
O'Daniel, James Sydney, Hickory
O'Daniel, James S., Jr., Hickory
Odom, Lindsay, A., Wilmington
O'Neal, Walton Prentiss, Belhaven

Overman, Harold Speight, Elizabeth City
Owen, Fred R., Tryon
Owens, Thurman Quinton, Whiteville
Oxendine, Jesse E., Charlotte

—P—

Paderick, Hatherly C., Kinston
Padgett, Hughel F., Durham
Page, Clarence Eugene, Jr., Henderson
Paoloni, Claude U., Greensboro
Pappas, Steve A., Gastonia
Paramore, Rex A., Nashville
Parker, Richard Smith, Murphy
Parker, Walter W., Jr., Henderson
Parks, William Allen, Salisbury
Parrish, Alton Sherwood, Newton Grove
Parrish, Leland Frederic, Rocky Mount
Patterson, James L., Salisbury
Patton, William Harrison, Marion
Pearson, Sarah Pegram, Apex
Pecora, Ruth Patterson, Erwin
Pegram, Addie Bradshaw, Apex
Perkins, L. P., Jr., South Boston, Va.
Perry, Margaret Booth, Apex
Petrea, Fred Smith, Greensboro
Phifer, Fred Owen, Raleigh
Phillips, Millard Brown, Albemarle
Phillips, William Penn, Morganton
Pickard, J. Frank, Greensboro
Pickard, John Milton, Durham
Pike, Jesse M., Concord
Pike, Joseph William, Jr., Concord
Pilkington, Edward Lee, Sr., Goldsboro
Pinnix, John M., Sr., Kernersville
Pinnix, Joseph Leak, Kernersville
Pinnix, William Maple, New Bern
Pittman, Billie E., Salisbury
Pittman, Rudolph, Burlington
Plemons, Donald A., Asheville
Polk, John Wayne, Marshville
Porter, Charles Davis, Concord
Powell, Edward Sholar, Oxford
Powell, William P., Mars Hill
Pressly, Charles Payson, Charlotte
Price, Billy Lee, Conover
Price, Herman Corthell, Creedmoor
Price, Samuel Howard, Mooresville
Price, Samuel Howard, Jr., Mooresville
Priest, Janice Pipes, Chapel Hill
Proctor, William Vinson, Charlotte
Propst, Gold Blanton, Morganton
Provo, Jean Bush, Raleigh
Pruett, Irvin J., Angier
Puckett, W. Moorefield, Robbins
Pugh, Edward Stuart, Windsor
Pulliam, Homar F., Winston-Salem
Purcell, D. Craig, Salisbury

—R—

Rabil, Ernest John, Winston-Salem
Rachide, Albert Paul, Jacksonville
Rand, Thomas Reid, Jr., Raleigh
Randall, William Hurley, Jr., Lillington
Rankin, Robert A., Sylva
Ranzenhofer, John A., Greensboro
Raper, Donald J., Rocky Mount
Ratley, Warren Archie, Goldsboro
Reamer, I. Thomas, Durham
Reaves, Charles Adams, Asheboro
Reaves, Hallie Craven, Asheboro
Reaves, L. E., Jr., Fayetteville
Reese, Joe Neal, Kannapolis
Register, Milton Otis, Clinton
Rhem, John F., Florence, S. C.
Rhyne, Clarence Little, Charlotte
Rhyne, Wayne Frank, Gastonia
Rice, Harry Curtis, Charlotte
Rich, Harold C., Garland
Rich, Renus Edgar, Jr., Brevard
Richardson, Luther Wyatt, Goldsboro
Richardson, Odell Kellie, Boone
Richardson, Vernon Herbert, Summerfield
Richardson, Wayne Robert, Boone
Ridenhour, Davidson Giles, Mt. Gilead
Riggsbee, Edgar Lloyd, Chapel Hill
Riggsbee, Victor Lee, Jr., Charlotte
Ring, Luther B., Ozona, Fla.
Rives, Herbert Lisle, Bethel
Roberson, Culas, Spray
Roberts, Stephen B., Black Mountain
Robertson, William N., Jr., Laurinburg
Robinson, Carlton, Morehead City
Robinson, Derwood Paul, Oxford
Robinson, Harriett Agnes, Lumberton
Robinson, James Clack, Roanoke Rapids
Robinson, Thomas Ruffin, Jr., Goldsboro
Rogers, Hubert Newton, Jr., Lumberton
Rogers, Ralph Peele, Jr., Durham
Rogers, William LeRoy, Pembroke
Rollins, Ernest William, Winston-Salem
Rollins, Stuart W., Winston-Salem
Roper, Harold Edward, Indialantic, Fla.
Rose, Willie C., Goldsboro
Rose, Winfield P., Greensboro
Rosser, John H., Charlotte
Rouse, Louis Livingston, Fayetteville

Royall, George Edwin, Jr., Elkin
Russell, G. Clark, Greensboro
Russell, Jesse Milton, Jr., Asheville
Russell, Joe Terrell, Canton
Russell, Lon D., Greensboro
Russell, Ritchie A., Winston-Salem
Russell, Thomas Wayne, Greensboro

—S—

Salley, William Moss, Asheville
Salley, William Moss, Jr., Asheville
Sanders, Charl H., Granite Quarry
Sappenfield, William A., Statesville
Sauls, Harold B., Wilmington
Saunders, Walter K., Greensboro
Savage, Matthew C., Roanoke Rapids
Schaefer, Brownie D., Asheville
Scharff, Richard C., S. Norfolk, Va.
Scharff, Robert Edgar, Clemmons
Schlagel, Arthur P., Jr., Durham
Seabock, Robert Lee, Mebane
Seaborn, Robert H., Greenville
Secrest, Vann V., Jr., Monroe
Selden, Joseph Stancell, Weldon
Semeniuk, Fred, Chapel Hill
Senter, Lloyd M., Carrboro
Senter, Plennie Lloyd, Carrboro
Setzer, Evan, Greensboro
Sewell, Evelyn Salter, Beaufort
Sewell, Guion Linwood, Kinston
Sharp, H. D., Cornelius
Sheffield, Barnard C., Jr., Warsaw
Shelton, William Dean, Durham
Shepherd, Dale M., West Jefferson
Shepherd, Roy C., Jr., Lexington
Sherard, Gene S., Burlington
Sherard, John Frank, Burlington
Sherrill, Fred Lee, Jr., Hickory
Shields, Clarence Louis, Jacksonville
Shigley, Henry Hall, Asheville
Shook, Eulan, Hickory
Shore, Vollie A., Jr., Durham
Shouse, W. Darle, Rural Hall
Shuford, Grady W., Forest City
Sigmon, Russell G., Jr., Newton
Simmons, F. C., Jr., Charlotte
Simmons, Foster Joel, Granite Falls
Simmons, Hansford R., Jacksonville
Simmons, Peggy Costner, Lincolnton
Simmons, William Alfred, Winston-Salem
Simpson, Noah, Rutherfordton
Simpson, Thomas S., Winston-Salem
Sinclair, Allen, Albemarle
Sisk, Charles Jones, Asheville
Sisk, Robert Cecil, Asheville
Sisk, William T., Asheville
Sistrunk, Luther F., Jr., Charlotte
Sitison, James Andrew, Mt. Airy
Skakle, Sybil Austin, Hatteras
Slaughter, Thomas G., Rock Hill, S. C.
Slayton, Mary T., Washington, D. C.
Slesinger, Stanley S., Charlotte
Sloan, William Lee, Chapel Hill
Sloop, Roger Hester, Winston-Salem
Smith, Edward M., Chapel Hill
Smith, Emmett Aaron, Jr., Shallotte
Smith, George W., Chapel Hill
Smith, James Grey, Stokesdale
Smith, Henry Edwin, Thomasville
Smith, John Roderick, Hickory
Smith, L. Wriston, Jr., Kannapolis
Smith, Oscar Wilbur, Jr., Pilot Mountain
Smith, Ralph Wright, Jr., Snow Hill
Smith, Richard Henry Lee, Greensboro
Smith, Robert Garland, Mocksville
Smith, Roger Austin, Raleigh
Smith, Thel Eugene, Goldsboro
Smith, Verner F., Pleasant Garden
Smith, Victor L., Bradenton, Fla.
Smith, William Julius, Chapel Hill
Smith, William Oscar, Arlington, Va.
Snyder, Shuford E., Enka
Solomon, A. Melvin, Charlotte
Southern, Joseph Carson, High Point
Sparks, Betty Tate, Charlotte
Sparks, James Ellis, Elizabeth City
Spencer, B. W., Jr., Durham
Stahl, Gerald M., Durham
Stalvey, John C., Knightdale
Stamps, J. N., High Point
Stanford, Joyce Nelson, Chapel Hill
Stang, William S., Greensboro
Stanley, Verner E., Charlotte
Stanton, William Harper, New Bern
Steele, George H., Jr., Greensboro
Stevens, Mac Watson, Broadway
Stevenson, John Thomas, Elizabeth City
Stewart, Jesse Southerland, Fremont
Stimson, J. H., Statesville
Stine, Charles R., Charlotte
Stone, Benjamin F., Elizabethtown
Stone, Harry Curtis, Jr., Salisbury
Stone, Wilbert L., Franklinton
Stonestreet, Dewey H., Winston-Salem
Stowe, Harry Reid, Charlotte
Strickland, Charles B., Fayetteville

Stroupe, L. S., Kings Mountain
Strout, Vernon L., Ellerbe
Summey, Purvey Burpee, Mt. Holly
Summey, William Lewis, Dallas
Suttlemyre, Claude P., Hickory
Swan, William J., Fontana
Swaney, Charles Arthur, Winston-Salem
Swearngan, Clarence L., Charlotte
Sykes, Ralph James, Greensboro

—T—

Talbert, George Robert, Winston-Salem
Tart, Paul Edwin, Kinston
Tate, Earl Henry, Lenoir
Tate, W. Stanford, Lexington
Tatum, Joseph Myron, Asheville
Taylor, Charles A., Jacksonville
Taylor, James G., Conway
Taylor, LeRoy Boone, Conway
Taylor, Norwood T., Raleigh
Taylor, William P., Roanoke Rapids
Taylor, William West, Chapel Hill
Teague, James Ralph, High Point
Tennant, Walter Douglas, Crossnore
Terrell, John A., Jr., Sanford
Thomas, James Seymour, Derita
Thomas, John Ivey, Dunn
Thomas, William Graham, Varina
Thompson, Dalma Adair, Salisbury
Thompson, Herman O., Chapel Hill
Thompson, James L., Reidsville
Thorne, Samuel Thomas, Charlotte
Thornton, George Palmer, Goldsboro
Thornton, John W., Jr., Dunn
Tilles, Irving, High Point
Tilley, John Everett, Jamestown
Timberlake, C. V., Jr., Philadelphia, Pa.
Timberlake, Harry W., Roanoke Rapids
Tomlinson, Leon C., Fayetteville
Toms, Bate C., Salisbury
Toms, Elmo Reid, Wilmington
Townsend, James H., Red Springs
Trantham, Harold D., Asheville
Trosper, Edith Woodman, Chapel Hill
Tunstall, Christine, Havelock
Tunstall, Joe Peyton, Washington
Turlington, Jesse E., Lumberton
Turner, Charles F., Shelby
Turner, C. C., Jr., Scotland Neck
Turner, George W., Wilmington
Turner, Joseph Kelly, Jr., Weldon
Turnmyre, Arthur P., Mt. Airy
Tyson, Jesse W., Greensboro
Tyson, Wendell B., Rocky Mount

—U—

Umphlett, Harry B., Jr., Hertford
Umstead, Oscar Logan, Durham
Underwood, Hamilton P., Jr., Fayetteville
Underwood, Maurice Edward, Wilmington
Upchurch, Julian E., Jr., Spring Hope
Upchurch, Malcolm T., Smithfield
Usher, Joseph Thomas, Greensboro
Uzzell, Steve C. C., Black Mountain

—V—

Van Valkenburgh, W. B., Asheville
Varner, Sebron Edward, Jr., Brevard
Viall, Wesley Russell, Jr., Pinehurst
Vinson, Emmett L., Halifax
Vinson, Joe Battle, Raleigh

—W—

Wade, Clifton Elsworth, Colerain
Wagner, John Wesley, Charlotte
Walker, Archie Duval, Wilmington
Walker, Harry Wilbur, Norlina
Walker, Hubert Long, Greensboro
Wallace, A. C., Star
Ward, Bernard Rudolph, Goldsboro
Ward, Waits Artemus, Swannanoa
Ward, Wilbur S., Swannanoa
Warren, Bowman G., Rural Hall
Warren, Claude F., Statesville
Warren, J. C., Benson
Waters, George W., Jr., Lakeland, Fla.
Watkins, Frank Day, Belmont
Watson, Emory Milner, Sanford
Way, James A., Jr., Winston-Salem
Webb, Thomas Paul, Jr., Shelby
Webster, Willie B., Fairmont
Welborn, John Henry, Lexington
Welborn, William Fowle, Lexington
Welch, William Dorsey, Jr., Washington
Wells, Kermit Francis, Marion
Wells, Robert Rodney, Shelby
Wells, William Potter, Durham
Welsh, Olin Henderson, Fayetteville
West, June Bush, Raleigh
West, Waits Artemus, Roseboro
West, Wilbur Latham, Roseboro
Whaley, Hobart Glenn, Graham
Whaley, Lloyd Milton, Wallace
Wharton, Lee Alexander, Gibsonville
Wheeler, Claude C., Jr., Chapel Hill
Wheeler, Cyrus Rankin, Oxford
White, Clarence B., Henderson
White, George Spencer, Lexington

White, Grey Bullock, Burlington
White, James Stark, Mebane
White, Joseph Graham, Burlington
White, Ralph Lawrence, Troy
Whitehead, Charles R., Ramseur
Whitehead, Jeff, III, Enfield
Whiteley, Iley C., Morganton
Whiteley, Roland Scott, Greensboro
Whitley, Howard Emsley, Concord
Whitley, Jesse Rose, Hendersonville
Whitley, Wyatt Yelverton, Fremont
Whitford, Bryan Henry, Rocky Mount
Whitson, William James, Phelps, N. Y.
Wiggins, Kenneth L., Goldsboro
Wilkerson, Ira Otis, Asheville
Williams, A. H. A., Oxford
Williams, Bruce, Nashville
Williams, Charley, H., Asheboro
Williams, Earl Gaston, Gastonia
Williams, Glenwood Lee, Fayetteville
Williams, John Cossie, Bessemer City
Williams, Martin H., Lexington
Williams, Martin V. B., Winston-Salem
Williams, V. Frazier, Yanceyville
Williams, William A., Williamston
Williamson, J. Worth, Salisbury
Williford, E. H., Jr., Kannapolis
Williford, John Samuel, Pinetops
Willis, Robert Moore, Southport
Wilson, Claude Arthur, Monroe
Wilson, Harry W., Jr., Winston-Salem
Wilson, Joseph H., Winston-Salem
Wilson, Robert C., Hendersonville
Wilson, Thomas Harvey, Gastonia
Wilson, William Hooper, Raleigh
Winter, Carlton O., Jacksonville
Wohlford, Herbert W., Charlotte
Wolfe, Benjamin H., Burlington
Wolfe, John Carl, Hickory
Wolfe, Robert P., Mt. Airy
Wolfe, William Samuel, Mt. Airy
Womble, Logan Nyal, Plymouth
Wood, John Dee, Greensboro
Woodard, Barney Paul, Princeton
Woodard, John B., Kannapolis
Woodward, Grover Ben, Franklin
Woody, Robert Rickman, Burlington
Woolard, Edward Watson, Henderson
Wooten, Ruth Aycock, Raleigh

—Y—

Yandle, Howard Avant, Chapel Hill
Young, Charles W., Jr., Elizabeth City
Young, Thomas F., Leicester

—Z—

Zuckerman, Isaac L., Greensboro

ASSOCIATE MEMBERS—1958

Adams, James C., Landis
Almand, Charles Aubrey, Rocky Mount
Angel, T. W., Jr., Franklin
Barbour, Thelbert Alonzo, Burlington
Biggerstaff, Raymond W., Gastonia
Black, Baxter F., Jr., Kannapolis
Booth, L. P., Hayesville
Brown, Samuel James, Gastonia
Bryan, J. E., Lumberton
Cahill, Edgar Leon, Winston-Salem
Correll, Leslie J., Kannapolis
Coxe, James Sherwood, Raleigh
Creech, Joseph A., Selma
Dallas, G. L., Leaksville
Dorton, R. G., Charlotte
Elam, Paul W., Louisburg
Elks, Chester A., Scotland Neck
Faulkner, Edward G., Monroe
Gamble, Joe Paul, Jr., Monroe
Garland, Robert G., High Point
Garris, Robert Lee, Washington
Gibson, Willie S., Goldsboro
Gwin, Charles Eugene, Salisbury
Hawkins, Luther O., Statesville
Hedrick, Hoyt Carlynn, Monroe
Hern, Joseph A., Valdese
Hickman, Sam G., Statesville
Holmes, Ralph T., Statesville
Horton, Victor W., Asheville
Jenkins, Edmund T., Winston-Salem
Ketchum, W. L., Jacksonville
Liske, P. J., Salisbury
Littlefield, Gary A., Gastonia
Lovingood, Jack B., Hendersonville
Matthews, George D., Stoneville
Matthews, Johnnie Lee, Rocky Mount
Matthews, Weldon C., Morehead City
McGhee, Joseph T., High Point
McGill, J. L., Kings Mountain
McLarty, George, High Point
McNeill, W. C., Whitesville
Niven, Howard A., Charlotte
Overton, John Tyler, Southern Pines
Pearce, Ennis Lee, Rocky Mount
Pelt, Adie Grey, Goldsboro
Pinner, Beaman L., Asheville
Pinnix, John M., Jr., Kernersville
Pollard, Leland V., Burnsville

Reeves, Elmer J., Charlotte
Riddle, Steve W., Burlington
Royal, J. Weldon, Denton
Royall, George E., Elkin
Rumfelt, Jack Norman, Belmont
Russell, Rufus C., Greensboro
Secrest, Vann V., Monroe
Stonestreet, Conrad F., Winston-Salem
Sumner, Alfred C., Burlington
Suttle, J. Albert, Jr., Shelby
Taylor, Charles A., Mt. Holly
Taylor, Charlie C., Saratoga
Threewitts, George A., Littleton
Treadwill, John E., Raleigh
Upchurch, John O., Salisbury
Viall, Wesley R., Pinehurst
Vinson, James T., Jr., Goldsboro
Walters, Chester R., Salisbury
Wharton, Charles A., Gibsonville

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E. N. ROWELL CO., INC.
BATAVIA, NEW YORK

WOMAN'S AUXILIARY

North Carolina Pharmaceutical Association
1957-1958

OFFICERS

President Mrs. Ralph P. Rogers, 1015 Markham Avenue, Durham
First Vice-President Mrs. T. M. Holland, Mount Holly
Second Vice-President Mrs. Floyd Potter, 1227 Wendover Road, Charlotte
Secretary Mrs. Haywood Jones, Zebulon
Treasurer Mrs. A. W. Jowdy, Jr., Box 988, New Bern
Parliamentarian Mrs. Winfield Rose, 3615 Friendly Road, Greensboro
Historian Mrs. G. W. Turner, 222 Oak Leaf Drive, Wilmington
Advisors Mrs. P. W. Kendall, 2126 Cumberland Ave., Charlotte
Mrs. W. D. Welch, Jr., Washington

COMMITTEE MEMBERS

Nominating
Mrs. W. P. Brewer, *Chairman*
Mrs. Lloyd Jarrett
Mrs. W. D. Welch, Jr.

Ways and Means
Mrs. J. C. Jackson, *Chairman*
Mrs. James R. Casteel
Mrs. Graham Culbreth
Mrs. E. R. Fuller
Mrs. T. J. Ham, Jr.

Membership
Mrs. T. M. Holland, *Chairman*
Mrs. C. D. Blanton, Jr.
Mrs. E. W. Griffin, Jr.

Hospitality
Mrs. Floyd Potter, *Chairman*
Mrs. N. O. McDowell, Jr.
Mrs. Claude Wheeler

Publicity
Mrs. P. W. Kendall, *Chairman*
Mrs. C. A. Beaman
Mrs. Eugene Hackney

"Doings"
Mrs. O. G. Duke, *Chairman*
Mrs. R. C. Hutcherson
Mrs. Ralph P. Rogers, Jr.

Resolutions
Mrs. J. W. Mitchener, *Chairman*
Mrs. G. B. Albright
Mrs. H. T. Murrell

Liaison
Mrs. W. R. Adams
Mrs. G. E. Andes
Mrs. Joe Bland
Mrs. Ed Bradshaw, Jr.
Mrs. P. A. Brame
Mrs. E. C. Brown
Mrs. L. E. Bunch
Mrs. R. E. Carter
Mrs. W. A. Clodfelter
Mrs. Frank Dayvault
Mrs. Henry Fairley
Mrs. Paul Gamble
Mrs. Floyd Goodrich
Mrs. C. Rush Hamrick
Mrs. Rudy Hardy
Mrs. J. T. Hart
Mrs. R. M. Herring
Mrs. M. L. Jacobs
Mrs. J. C. Jackson
Mrs. Charles F. Jones
Mrs. Hunter Kelly
Mrs. D. Clyde Lisk
Mrs. Alfred Martin
Mrs. R. M. Martin
Mrs. A. L. Moir
Mrs. Leslie Myers
Mrs. E. J. McDonald
Mrs. M. B. Phillips
Mrs. B. C. Sheffield
Mrs. C. L. Shields
Mrs. John Stevenson

Mrs. Earl Tate
Mrs. John A. Terrell
Mrs. James L. Thompson
Mrs. W. R. Viall, Jr.
Mrs. W. H. Wilson
Mrs. J. Carl Wolfe

MINUTES OF THE BUSINESS SESSION

The thirty-first annual meeting of the Woman's Auxiliary of the North Carolina Pharmaceutical Association was held on April 15, 1958, at 10 A.M. at the Washington Duke Hotel, Durham, North Carolina. The meeting was called to order by the president, Mrs. W. D. Welch, Jr. and the devotional was given by Mr. Earl J. Rogers, Pastor of the Baptist Church in Washington, North Carolina. Greetings were extended by Mrs. J. Floyd Goodrich, Durham, North Carolina, and the response was given by Mrs. W. P. Brewer, Greensboro, North Carolina. Mrs. Charles S. Sullivan, soloist and music teacher in Durham, sang "If I Loved You" and "I'll Never Walk Alone," accompanied by Mrs. Phillip Trickey of Durham.

The roll call and reading of the minutes were dispensed with. At this point, Mrs. W. D. Welch, Jr., president, appointed a committee to approve the minutes. The committee was composed of the following: Mrs. T. M. Holland, Mrs. E. A. Brecht, Mrs. W. S. Gardner.

Mrs. L. M. Myers, treasurer, reported a balance of $153.21. The president appointed the following committee to audit the treasurer's books: Mrs. A. W. Jowdy, Jr., Mrs. W. F. Elmore, Mrs. Claude Wheeler.

Mrs. C. D. Blanton, parliamentarian, reported the proposed revisions to the Constitution and By-Laws as follows:

CHANGES IN CONSTITUTION

Article III Membership: Women closely identified with the N.C.P.A. and the Traveling Men's Auxiliary are eligible for membership in the Woman's Auxiliary *as well as those with allied interest.* This was added in order to make the Constitution agree with working of the By-Laws.

Article IV Officers, Section I: The officers of this Auxiliary shall be a president, first vice-president, second vice-president, secretary, treasurer, parliamentarian, historian, *and two advisors, who together shall constitute the Executive Board.* This is proposed in order to clarify the position and duties of the advisors.

CHANGES IN BY-LAWS

Article I Election of Officers, Section II: The nominating committee shall submit its report at the annual business session of the Auxiliary. This does not preclude nominations from the floor. This section is not an addition or change, but was lifted in its entirety from Article II, Section II entitled *Duties of Officers.* It was felt this belonged under *Election* rather than *Duties of Officers.*

Article II Duties of Officers, Section IV: The treasurer shall receive all monies paid into the Auxiliary from any sources, shall keep an accurate record of all receipts and disbursements. She shall retain her records for one month after her successor has been duly elected and qualified, during which period she shall pay all debts of the Auxiliary contracted during her term of office, and shall send the amount collected for the Scholarship Fund to the Dean of the School of Pharmacy of the University, and/or disburse designated amounts to any other project undertaken by the Auxiliary during her term of office. At the expiration of the month, she shall turn over the treasurer's books and 25% of the money collected from dues, to be used for expenses during the coming year, to her successor. During the month, her books shall be audited by the duly appointed auditing committee. At the annual convention she shall receive monies collected for registration and membership dues. *Revision*—Where the word "Month" appears, it was changed to read "60 days." (This is proposed because it is impossible for the treasurer to receive and pay all convention expenses in the month period.) Also added—"Any other funds in her custody" after 25% of the money collected from dues. (This instructs the treasurer concerning any surplus funds in the treasury.)

Section V: The parliamentarian shall see that all meetings are conducted according to parliamentary order and in accordance with the Constitution and By-Laws. *This section was added in its entirety.*

Section VI: The historian is custodian of the Woman's Auxiliary Scrapbook. She may have sixty days after the convention to insert materials before turning the books over to her successor. *This section was added in its entirety.*

Article III Appointing Committees: An auditing committee and a committee on Minutes are to be appointed by the president at the business session of the Convention. Other appointed committees of this Auxiliary shall consist of a Resolutions Committee, Publicity Committee, Ways and Means Committee, Hospitality Committee, Membership Committee, and a "Doings" Committee. The nominating committee shall be appointed by the president with the consent of the Executive Board. All committees are to be appointed within sixty days after the annual convention. (This section was rewritten to clarify method of appointing committees. It adds a Committee on "Doings" which has heretofore been a part of the duties of the Publicity Committee.)

Article VII Dues, Section I: The dues of this Auxiliary shall be one dollar ($1.00) per year and shall be paid to the treasurer on or before the annual meeting. *Revision*—Dues change from $1.00 to $2.00 a year. (This has been suggested in the hope that special money raising projects can be eliminated. If the membership continues large, with three-fourths of the $2.00 dues used for pharmacy projects, it shall be possible to carry all expenses without further fund-raising drives.)

The motion was made and seconded that the revisions be accepted. The motion carried.

REPORT OF HISTORIAN

Mrs. F. F. Potter, Charlotte, N. C., historian, stated the Scrapbook for 1957-58 had been kept up and would be turned over to the incoming historian in sixty days.

STANDING COMMITTEE REPORTS

Executive: Mrs. Haywood Jones, Zebulon, N. C.

The Executive Board of the Woman's Auxiliary of the North Carolina Pharmaceutical Association met four times this year.

Mrs. W. D. Welch, Jr. called a meeting immediately after she was elected to the office as our president. This meeting was held in Hotel Charlotte at the conclusion of our 1957 convention and served as a "Get acquainted with my officers meeting."

August 15, 1957 the Executive Board met in Chapel Hill at the Institute of Pharmacy to deal with business matters and approve the appointing of Mrs. Haywood Jones to fill the office of secretary following the resignation of Mrs. Ben Cooper. Mrs. W. J. Smith was given $25.00 to cover extra kitchen help at the Institute.

January 9, 1958 the Board met for the third time. The following motions were adopted: That Durham be allotted a sum of $250.00 for convention expenses; that the Auxiliary give $100.00 to be used in furnishing the student center in the proposed new Pharmacy building; (This amount to be kept in the Orange County Savings and Loan until needed); that all other monies to be given to the Institute are to be used where most needed; that we would have no State Wide Project for this year; that $100.00 for clerical work be continued; that the names of Mrs. Edwin Fuller, Mrs. W. J. Smith, Mrs. W. B. Burley be added to the revisions committee.

April 14, 1958 the Board members were entertained at a lovely breakfast, compliments of Mrs. W. D. Welch, Jr., president. Following breakfast final business matters were taken care of prior to the convention.

Hospitality: Mrs. T. M. Holland, Mt. Holly, N. C.

"As chairman of the hospitality committee, I sent (50) notes and cards appropriate to such occasions of joy and sorrow as golden wedding anniversaries, births, illnesses and bereavements."

Membership: Mrs. Ben Harward, Raleigh, N. C.

State Members—598

Convention Attendance—220

Mrs. Harward stressed the importance that all dues money be sent to the membership chairman.

Resolutions: Mrs. W. B. Gurley, Windsor, N. C.

Whereas, the Auxiliary has suffered a loss of several members through death and

Whereas, a number of our members have been bereaved during this past year, therefore

Be It Resolved that we, as an organization and as individuals, express our sympathy to them and their families.

Whereas, the Durham Women have made extensive plans for our entertainment during this convention, and

Whereas, they have sacrificed their personal interests in our behalf, therefore

Be It Resolved, that we give a rising vote of thanks to the women of Durham who have made our visit so pleasant.

Whereas, the officers and committee members of the Auxiliary have performed their duties in an admirable manner, and

Whereas, the work of the Auxiliary has progressed under their efficient guidance, therefore

Be It Resolved, that the members extend to them, through this medium, their heartfelt thanks.

Whereas, many manufacturers, wholesale houses, retail establishments, and North Carolina Pharmaceutical Association, the TMA, and individuals have entertained our members through contributions of prizes, sponsorship of events, and other media, therefore

Be It Resolved, that the Woman's Auxiliary express their thanks to every person or organization contributing to our pleasure in any way.

Whereas, each year the Auxiliary loses from its Executive Board one advisor, a person who usually has served as Vice-President, president, and then as advisor for two years, and

Whereas, this person has merited the admiration and affection of her co-workers, and

Whereas, her sacrifices have been many on behalf of the Woman's Auxiliary, therefore

Be It Resolved, that special appreciation be expressed to Anne Hayes Brewer, the retiring member of the Board this year.

Publicity: Mrs. E. R. Fuller, Salisbury, N. C.

During the months of September 1957 and March 1958 all members were mailed copies of "Doings." Also coverage of the convention was being carried in local newspapers.

Projects: Mrs. D. F. McGowan, Chapel Hill, N. C.

There was no statewide project this year. Pharmaceutical jewelry was on sale in the lobby of the Washington Duke Hotel for those interested. Mr. W. J. Smith, Executive Secretary of the N.C.P.A. has given to the Auxiliary one-fourth of the profits from sale of jewelry. This amounted to $124.53.

Nominating Committee: Mrs. J. C. Jackson, Lumberton, N. C.

This committee composed of Mrs. J. C. Jackson, Mrs. Alfred Martin, Roanoke Rapids, Mrs. M. B. Melvin, Raleigh, presented the following slate of officers for 1958-59, which was accepted:

President, Mrs. Ralph Rogers, Sr., Durham;

First Vice-President, Mrs. T. M. Holland, Mt. Holly;

Second Vice-President, Mrs. F. F. Potter, Charlotte;

Secretary, Mrs. Haywood Jones, Zebulon;

Treasurer, Mrs. A. W. Jowdy, Jr., New Bern;

Historian, Mrs. Winfield Rose, Greensboro;

Parliamentarian, Mrs. G. W. Turner, Wilmington;

Advisors, Mrs. P. W. Kendall, Charlotte;
Mrs. W. D. Welch, Jr., Washington.

SPECIAL COMMITTEE REPORTS

Auxiliary Room, Institute of Pharmacy: Mrs. P. W. Kendall

The committee for furnishing the Auxiliary Room composed of Mrs. P. W. Kendall, Mrs. W. J. Smith, Mrs. T. J. Ham reported the following:

Furniture purchased—a sofa, two end tables, two lamps for tables were a gift,

a desk with two side chairs, lamp for desk, two comfortable chairs, ash trays, bronze tablet for door.

Total expense—$751.69.

Women's Lounge, School of Pharmacy: Mrs. D. F. McGowan, Chapel Hill

The committee for furnishing the Women's Lounge at the School of Pharmacy report the following:

Received from Local Auxiliaries	$370.00
Received from State Auxiliary	100.00
Total	$470.00

Expenses:

One Madison Sofa	$149.00
Two Madison Chairs	146.41
Two #200 Occasional Chairs	59.29
One Brass Plate, Charlotte	3.00
Total	$358.58

Balance on hand is $111.42 which is being held for further purchases for the Lounge when the new School of Pharmacy is completed.

Greetings were extended by Mr. C. D. Blanton, President of N.C.P.A.; Dean E. A. Brecht, School of Pharmacy; and Mr. R. C. NeSmith, TMA President. Wives of these men were recognized.

The President recognized and thanked the pages of the convention. They were Sylvia Bonner, Jo Ann Kendall, Mary Ruth Starling, Jane Welch.

LOCAL AUXILIARY REPORTS

Asheville—President: Mrs. C. A. Beaman

The Asheville Auxiliary has 31 members paid locally, as well as state. Money was raised for their projects by means of a Covered Dish Supper. They contributed $50.00 to the School of Pharmacy.

Burlington-Alamance—President: Mrs. W. S. Gardner

The Alamance Drug Circle has a paid membership of 36 members, 8 of whom are new this year. The Auxiliary raised money for their project by means of a Christmas Bazaar. They contributed $50.00 to the Institute of Pharmacy, with $25.00 of this amount to be used for paving the driveway at the Institute of Pharmacy.

Chapel Hill—President: Mrs. C. C. Wheeler, Jr.

On October 1957 a group met with our State Auxiliary President and plans were made to organize. Meetings were held once a month, October through May. Dues were fixed at $3.00 a year. This new Auxiliary has a paid membership of 24. They contributed $24.00 to the fund for furnishing the Student Center in the new building.

Charlotte—President: Mrs. J. H. Morris, Jr.

The Charlotte Women's Auxiliary has a paid membership of 68 and seven Honorary Life Members.

Receipts from projects and membership dues	$1,848.89
Disbursements	1666.69
Total	$ 182.20

A sum of $1,208 was raised at a Benefit Bridge party. The group contributed $225.00 to the Charlotte's Women's Druggist Auxiliary Scholarship Fund; $225 to the Grace K. Edwards Scholarship Fund; $75.00 to the School of Pharmacy; $75.00 to the Institute of Pharmacy; $10.00 for Donald Carter's graduation present.

Greensboro—President: Mrs. Marion Edmonds

Active membership of the Auxiliary totals 63 members. The budget was raised by a Benefit Bridge, sale of candy, and Christmas cards. From these efforts $345.51 was realized. The group contributed $225.00 to the Scholarship Fund, $75.00 to the School of Pharmacy, $25.00 to the Institute of Pharmacy.

High Point—President: Mrs. S. O. Bailey

The money making project for the year was a white elephant sale. The amount of $25.00 was contributed to the Institute of Pharmacy to be used at their discretion.

Lizzie Hancock—Acting President: Mrs. C. B. White

In the absence of Mrs. White, the report was given by Mrs. D. O. Langston. Their paid membership is 20. They contributed $20.00 to the State Women's Auxiliary to be used where most needed.

Pharmacy Wives—President: Mrs. Daniel Winstead

Several changes were brought about in our Auxiliary this year. Since our husbands are in school and money and time are very valuable, our yearly money-making project was abandoned. Dues for members were cut from $2.00 to $1.00 a year. With these changes contributions to outside organizations were discontinued for this year.

Raleigh—President: Mrs. R. L. Brown

Enrolled are 43, members, 3 of whom are new this year. The organization has three projects during the year; a bake sale, plastic bag sale, and a "Bake-less Bake Sale." From these was realized $107.70. They contributed $100.00 toward the cost of a desk to be placed in the lobby of the Institute of Pharmacy at Chapel Hill.

Rowan—President: Mrs. George Albright, Jr.

The Auxiliary has 14 active members, 2 inactive members, 3 new members. This year our club endorsed the Salisbury Women's Club project of "Advancing the Cause of Youth" in our community. This project was part of a national contest sponsored by the Sears Roebuck Foundation and was supported City-Wide. Our club members raised $67.00 in its behalf. The club donated $50.00 to the Institute of Pharmacy to be used toward future improvements.

Sandhill—President: Mrs. W. R. Viall, Jr.

No report.

Wilmington—President: Mrs. George Turner

This Auxiliary has eleven paid members. Their money making projects for the year were a Turkey Raffle and Rummage Sale which netted $54.45. $50.00 was contributed to the State Auxiliary to be used as needed.

Winston-Salem—President: Mrs. C. E. Davis, Jr.

In the absence of Mrs. Davis, Mrs. Leon Cahill gave the report. This group is composed of 45 active members with 100% State Membership. Four new members were taken into the club this year. A benefit Bridge-Canasta party netted $179.48. At the February meeting an Auction Sale was held which netted $47.00. The club presented a worthy pharmacy student two checks totaling $300.00 during 1957-58.

The President thanked the local auxiliaries for the excellent reports and the cooperation given the State Auxiliary.

Mrs. Ben Harward, first vice-president, took the chair while the President gave her report.

WOMAN'S AUXILIARY
NORTH CAROLINA
PHARMACEUTICAL ASSOCIATION

PRESIDENT'S REPORT

April 15, 1958

It does not seem possible that almost a year has passed since I was elected your president in Charlotte. It has been a most rewarding year for me. As your ambassador, I have traveled over the state from Washington to Asheville—a total of 4,510 miles. Each journey gave me new friends and a deeper concern for the work of the Auxiliary.

Shortly after the new officers were elected, an Executive Meeting was held in the Hotel Charlotte so that the members could become acquainted and their duties outlined. Within 60 days Committee Chairmen and Committee Members had been appointed.

On August 15, 1957 the Executive Board met with the Presidents of Local Auxiliaries, Committee Chairmen and Committee Members at the Institute of Pharmacy. Mrs. W. J. Smith, acting as hostess for the North Carolina Pharmaceutical Association, served a delicious luncheon.

On January 9, 1958 the Executive Board met at the Institute of Pharmacy where it was voted to give $100.00 of the amount received from State dues toward the furnishing of the Student Center in the new Pharmacy Building, and that all other money, after expenses have been paid and operating expenses deducted, be given to the Institute of Pharmacy to be used as most needed. Committee Chairmen and Committee Members joined the Executive Committee for lunch at the Monogram Club, and in the joint session that followed, committee reports were given and Convention plans discussed with the Convention Chairman Mrs. Floyd Goodrich.

By invitation from Dean Brecht, I visited the School of Pharmacy on November 11th. It was an enjoyable and educational visit. It was wonderful to look at the blue prints of the new School of Pharmacy and to see at last, "a dream come true."

My visit with Miss Alice Noble, Secretary of the Historical Research Foundation, on the same day was very inspiring. Her work in research gave me a deeper sense of appreciation for Pharmacy in its relation to other professions and arts, as well as a keener interest in the preservation of Pharmaceutical History.

The Endowment Principal of our Scholarship Fund is now $6,500.00, and the Scholarship for the year was $275.00. It was given to a most deserving girl in the senior class.

Our Reserve Fund is $419.41.

The Student Emergency Loan Fund is $375.00. This fund has been most helpful to many Pharmacy students.

It has been a pleasure to represent the Auxiliary at:

The Justice Drug Company Banquet for the 1957 Graduating Class of the School of Pharmacy in May at the Hope Valley Country Club in Durham.

The North Carolina Pharmaceutical Association's Banquet in Swannanoa on September 9, 1957, for Mr. W. A. Ward, the Pharmacist of the Year.

The organization of the Chapel Hill Auxiliary in Chapel Hill in September.

The Charlotte Auxiliary in November.

The Student Branch of the N.C.P.A. in November.

The Governor's Council on Safety in Raleigh in November.

The District #3 Meeting of the N.C.P.A. in Washington.

The Rowan Auxiliary in Chapel Hill in March.

The Durham Convention Committee in Chapel Hill in March.

I regret that I was unable to accept invitations from other Local Auxiliaries.

The President's file has been kept up to date, and the Committee on Records, Mrs. Haywood Jones, Mrs. Tom Ham, Mrs. W. J. Smith and Mrs. Welch, has assorted and filed the past records of the Auxiliary.

I wish to recommend:

That there be one general meeting of the Committee Members of the Auxiliary, and that it be held in the late fall. It is my belief that this is a more feasible plan than holding two meetings—one in August and one in January, as has been done in the past.

That a permanent Convention Registrar be retained with the responsibility of supervising registration and compiling Convention data.

That the Officers' Handbook be revised and put in permanent form.

That a Memorial Service, in honor of the deceased members, be held each year, and if possible in conjunction with the N.C.P.A.

Credit for whatever has been accomplished this year, goes to the Officers, Chairmen of Committees and Committee Members. I am most grateful for any service that you have rendered.

I would like to express my sincere thanks to Mrs. W. J. Smith for her wonderful assistance. She has given generously of her time to the Auxiliary work and to entertaining members at the Institute.

To the Local Auxiliaries, my personal thanks for the honors and courtesies extended to me during the year and congratulations for the outstanding contributions that you have made, both State-wide and locally.

To the Convention Chairman, Mrs. Floyd Goodrich, and her Committee, I would like to express our thanks and appreciation for an outstanding Convention. Our visit with you has been most pleasant and memorable.

I want to thank you for the privilege of serving as your President. It has been an honor for which I am deeply grateful, and because of your interest, generosity and kindness, I shall forever cherish the memories of this happy year.

My last request of you is that you help hold high the standards of Pharmacy so that it may be that profession that best serves mankind.

Respectfully submitted,
Mrs. W. D. Welch, Jr.
President

Mrs. W. D. Welch, Jr., President, conducted the prize drawing for ladies attending the business session. Mrs. Welch announced there would be a joint installation service held at 4:30 P.M. in the Crystal Room of the Washington Duke Hotel followed by a reception honoring the officers. Chancellor William B. Aycock of the University was guest speaker for the joint session.

Mrs. Ralph Rogers, Sr., incoming president, called for a meeting of her officers immediately following the business session, at which time it was moved and seconded that the president appoint a nominating committee composed of 3 members.

Mrs. John C. Hood made the motion that at the next convention member's names be written in large type and the given name be used on identification cards, also that a welcoming committee for new members be set up at our convention. With Mrs. Hood's approval the president asked that these motions be referred to the Executive Board.

There being no further business the meeting adjourned.

Respectfully submitted,
Mrs. G. Haywood Jones,
Secretary



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O. G. Duke, *Vice President*
J. Floyd Goodrich, *Secretary-Treasurer*
Joyce Warren, *Assistant Sec.-Treasurer*

BOARD OF GOVERNORS

R. C. NeSmith.....5 years
Stephen Forrest.....4 years
Jimmie Darlington.....3 years
Leon Kimball.....2 years
R. L. White.....1 year

MR. PHARMACIST—These men and these men alone contributed financially toward your entertainment at the TMA party held in Durham this year. Support those representatives that are interested in you and your association. Ask the man who calls on you if he is a member.

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Scott Drug Co., J. A. Wolfe, P. O. Box 10627, Charlotte
Sealtest, Southern Dairies Div., O. O. Allsbrook, % Co., Wilmington
Sealtest, Southern Dairies Div., John Anderson, % Co., Wilmington
Sealtest, Southern Dairies Div., Bill Baggett, % Co., Hickory
Sealtest, Southern Dairies Div., C. Ray Black, 2040 Oleander Dr., Wilmington
Sealtest, Southern Dairies Div., Luke Blackmer, % Co., Charlotte
Sealtest, Southern Dairies Div., Worth Blackmon, Box 1787, Charlotte
Sealtest, Southern Dairies Div., Wilbur Brown, 2510 Monroe, Wilmington
Sealtest, Southern Dairies Div., Henry Coghill, 535 Nash St., Rocky Mount
Sealtest, Southern Dairies Div., Frank D. Farmer, Box 1777, Raleigh
Sealtest, Southern Dairies Div., Charles Gray, % Co., Rocky Mount
Sealtest, Southern Dairies Div., Ralph Howey, % Co., Salisbury
Sealtest, Southern Dairies Div., Manly Hines, % Co., Wilmington
Sealtest, Southern Dairies Div., E. A. Hutchins, 1047 Peace Haven Rd., Winston-Salem
Sealtest, Southern Dairies Div., R. C. Hutcherson, 1619 Peace St., Durham

Sealtest, Southern Dairies Div., Wade O. Johnson, 1914 Glendale Ave., Durham
Sealtest, Southern Dairies Div., R. Leon Kimball, 646 Roslyn Rd., Winston-Salem
Sealtest, Southern Dairies Div., E. L. Kivett, 210 Price St., Greensboro
Sealtest, Southern Dairies Div., Bill Messick, % Co., Charlotte
Sealtest, Southern Dairies Div., J. T. Shumate, Box 586, Albemarle
Sealtest, Southern Dairies Div., Guy Smith, % Co., Fayetteville
Sealtest, Southern Dairies Div., R. C. Snowden, 30 E Bayshore Blvd., Jacksonville
Sealtest, Southern Dairies Div., Bill Strickland, % Co., Wilmington
Sealtest, Southern Dairies Div., Edward Swann, % Co., Morehead City
Sealtest, Southern Dairies Div., William H. Thomas, % Co., Wilson
Sealtest, Southern Dairies Div., R. E. Tucker, % Co., Charlotte
Sealtest, Southern Dairies Div., Dave Willis, % Co., Wilmington
Sealtest, Southern Dairies Div., Bruce Wingate, % Co., Charlotte
Searle & Company, F. Garland Coble, 901 Fairmont St., Greensboro
Sheaffer Pen Company, T. Carl Badgett, Jr., P. O. Box 1331, Raleigh
Sheaffer Pen Company, H. J. Farnsworth, 110 Arden Place, Greensboro
Smith, Dr. T. C., Co., H. E. Phillips, 78 Fairfax Ave., Asheville
Smith, Dr. T. C., Co., Stacy Smith, % Co., Asheville
Smith, Dr. T. C., Co., Norman F. Young, 7 Forestdale Rd., Asheville
Smith Wholesale Drug Co., Morris S. Michael, 182 Dorchester Ave., Asheville
Smith Wholesale Drug Co., Frank Millstead, 3331 Eastwood Dr., Charlotte
Smith Wholesale Drug Co., Chas. Rhoden, Box 56, Shelby
Smith Wholesale Drug Co., M. H. Byrd, 112 Greenbriar Rd., Spartanburg, S. C.
Smith Wholesale Drug Co., A. C. Vickers, 1250 Patridge Rd., Spartanburg, S. C.
Squibb, E. R. & Sons, J. C. Canipe, Jr., 1524 Lynbrook Dr., Charlotte
Squibb, E. R. & Sons, A. Lyle Davis, 165 May Drive., Statesville
Squibb, E. R. & Sons, Reese Inge, 1846 W. Wesley, Atlanta, Ga.
Squibb, E. R. & Sons, L. E. Lee, 5718 Wedgewood Dr., Charlotte
Squibb, E. R. & Sons, M. G. Morris, 315 Isabelle St., Greensboro
Squibb, E. R. & Sons, Joe P. Roche, 2612 Danbury St., Charlotte
Squibb, E. R. & Sons, Ray E. Weathers, 2310 Sprunt St., Durham
Stanback Company, T. Jim Matthews, % Co., Salisbury
Stanback Company, F. J. Stanback, % Co., Salisbury
Tilden Co., The, Walter D. Druen, 860 Victoria Ave., Lynchburg, Va.
Upjohn Company, F. L. Furr, Box 161, Louisburg
VanPelt & Brown, Inc., W. Lawrence Jones, 327 McIver St., Greensboro
Weco Products Co., G. E. Cory, 3600 Madison Ave., Greensboro
Welton Laboratories, Inc., Francis X. Stanley, 900 Clearvue Terrace, S.W., Atlanta, Ga.
Welton Laboratories, Inc., Claude S. Welton, % Co., 72 W. 45th St., New York 36, N. Y.
White Laboratories, Inc., Charles D. Andrews, 102 Meade Dr., Greensboro
Whitman's Candies, Ed Cook, 4314 Ruskin Drive, Charlotte
Whitman's Candies, Ray McArtan, Box 541, Dunn
Yardley, H. D. Vail, Box 2063, Charlotte
Youngs Rubber Corp., Dr. Jim Branson, 1124 Westover Terrace, Greensboro
Youngs Rubber Corp., Henry A. Trudeau, 3915 Winfield Drive, Charlotte

Life Membership, W. A. Burwell, 115 Hudson St., Raleigh
Life Membership, R. C. Cagle, Box 245, Rockingham
Life Membership, J. Ben Coppedge, Fairview Rd., Raleigh
Life Membership, C. T. Council, % B. C. Remedy Co., Durham
Life Membership, W. R. Dixon, 1405 E. Blvd., Charlotte
Life Membership, J. W. Harrell, 1917 Sunset Dr., Raleigh
Life Membership, P. A. Hayes, % Justice Drug Co., Greensboro

Life Membership, R. D. Heist, 1610 Queens Rd., Charlotte
Life Membership, R. W. Hunter, 2201 Fairview Rd., Raleigh
Life Membership, W. L. Johnson, Gibson
Life Membership, W. B. Lyon, 417 Crestland Ave., Greensboro
Life Membership, W. McElveen, 205 Audrill Terrace, Charlotte
Life Membership, N. B. Moury, Morehead City,
Life Membership, T. S. Simpson, % Justice Drug Co., Greensboro
Life Membership, M. W. Stone, Box 703, Charlotte
Life Membership, V. L. Toms, 3 S. Fourth St., Wilmington
Life Membership, Phil Van Every, % Lance, Inc., Charlotte
Life Membership, Joe Wear, Box 2101, Charlotte



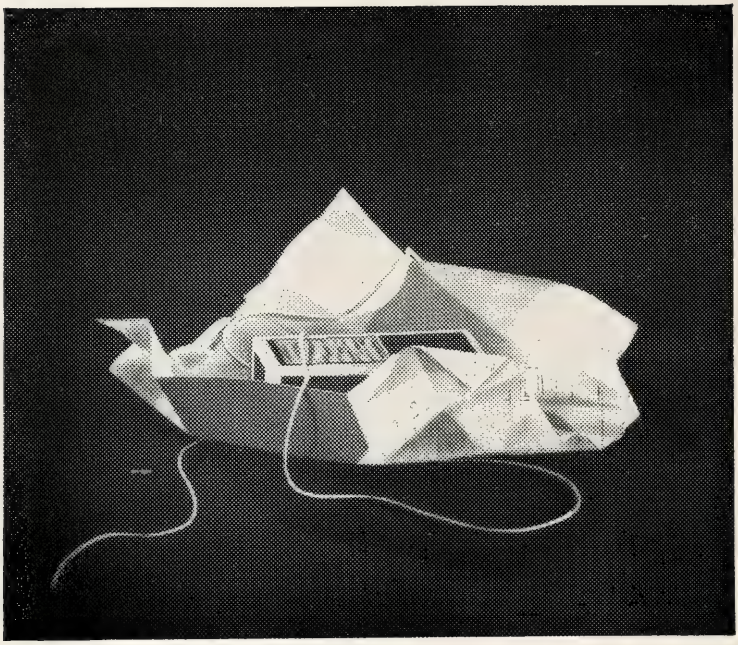


Look what I found!

I found that my customers really go for those tasty Lance snacks. And I found, too, that I make more money on them than any other brand. Must be because they sell so fast.

They're advertised

LANCE
CHARLOTTE, N. C.



THE SALE HE DIDN'T MAKE

The customer asked for a laxative. But as the pharmacist was wrapping it up for her she went on to explain that she had been having severe abdominal pains . . . and the pharmacist quickly recognized the possibility of appendicitis.

He didn't sell the laxative. Instead, he sent the customer to her physician who found that her appendix was badly inflamed. Had she unwittingly taken a laxative, the appendix might have ruptured : : : with serious, if not fatal results.

This is no isolated instance, no unusual incident. It happens every day in some pharmacy. Because appendicitis often masquerades as an intestinal upset, it is only natural that many people look to laxatives for relief, and hundreds of lives are probably saved each year by the pharmacist's vigilance over the sale of these products.

Laxatives, or any other group of medicinal products, are not just so much merchandise to your pharmacist. They are drugs you take to improve or maintain your health, and he places every possible protection around each sale. If, at times, he seems over-cautious it is only because he knows drugs so well. He appreciates both their value when used properly and their dangers when used unwisely. Your well-being is the measure of his success in the practice of his profession.

Your pharmacist is responsible for your safety in the drugs you use . . . and he takes his obligation seriously. This is but one phase of your pharmacist's contribution to public health.—*Reprinted from a copyrighted advertisement published by Parke, Davis & Company, Detroit 32, Michigan.*

NORTH CAROLINA BOARD OF PHARMACY

MAY 1, 1957 - APRIL 30, 1958

MEMBERS AND ORGANIZATION

COMMISSIONED BY HIS EXCELLENCY, THE GOVERNOR OF NORTH CAROLINA

N. O. McDowell, Jr., Scotland Neck	Term expires April 28, 1959
R. N. Watson, Sanford	Term expires April 28, 1960
W. Moss Salley, Jr., Asheville	Term expires April 28, 1961
F. W. Dayvault, Lenoir	Term expires April 28, 1962
R. A. McDuffie, Greensboro	Term expires April 28, 1963

President

R. A. McDuffie

Vice-President

R. N. Watson

Secretary-Treasurer

H. C. McAllister, Chapel Hill

Attorneys

F. O. Bowman, Chapel Hill—J. Ruffin Bailey, Raleigh

Inspectors

T. H. May, Wake Forest (Part-time) John B. Balas, Charlotte

Chapel Hill, N. C.
May 1, 1958

To His Excellency
Governor Luther H. Hodges
Raleigh, N. C.
Dear Sir:

In compliance with Section 90-57 of the General Statutes of North Carolina, we are pleased to submit to you and to the North Carolina Pharmaceutical Association the Seventy-Seventh Annual Report of the North Carolina Board of Pharmacy. This report contains the proceedings for the fiscal year ending April 30, 1958. Instead of following the usual procedure in presenting the detailed activities of the Board, the Board feels that there are a number of problems facing the profession, which problems deserve the attention of the pharmacists of the state, so this report is directed primarily to them.

Respectfully yours,
N. C. BOARD OF PHARMACY
H. C. McAllister,
Secretary-Treasurer

SEVENTY-SEVENTH ANNUAL REPORT OF THE NORTH CAROLINA BOARD OF PHARMACY

Since the administration of the Board work has followed essentially the same pattern as that outlined in the past several annual reports of the Board, especially in regard to the work done in cooperation with other state and federal agencies, this report will deviate from the usual pattern to bring to the attention of the pharmacists a number of topics which urgently need to be considered. The report will, however, contain the usual statistical information that is necessary to keep the record complete. The detailed activities of the Board have been recorded as usual in the minutes of the Board meetings, which are open to inspection by any interested person.

Most of the topics which will be discussed at this time deal with subjects that are fundamental in nature insofar as pharmacy is concerned but which, nevertheless, affect you as individuals. Before reviewing these, however, it is desirable to call your attention to an important change which has occurred in the Board personnel within the past year. During most of the past history of the Board, the secretary-treasurer has been a member of the Board. This has been true with your present secretary for some fourteen years. The arrangement has now been changed for the reasons explained below.

During the past four or five years the Board has handled many of the alleged violations of the pharmacy law brought to its attention through administrative procedures before the Board. Most of you are familiar with these procedures since they have regularly been brought to your attention in the annual reports. Under our law the secretary of the Board is required to make investigations of reports and upon probable cause, prosecute the offender. It has been the policy of the Board in first offenses to give the accused an opportunity for a hearing before the Board. At this hearing it is the duty of the secretary to present the case to the Board very much as the solicitor does in the courts. However, at the same hearing he is required to assist in making a finding just as does the jury, and recommend a disposition as does the judge. The difficulties encountered in protecting the rights of individuals coming before the Board under such an organizational arrangement are obvious. Although the Board has been told that objection to its procedure is more theoretical than actual, it was felt that a correction was in the best interest of all concerned. It was for this reason that the secretary resigned as a member of the Board. As a non-member of our Board the functions of "jury" and "judge" are eliminated from the secretary's duties.

There was also a secondary consideration in this action. In the past, Board members have been elected so that generally all areas of the state were represented. Although such representation is not essential, it is certainly desirable. Within recent years the eastern part of the state has not been represented on the Board to the same extent as have other areas. In selecting a member to fill the vacancy, the Board naturally sought to correct the area representation deficiency. As a result, Mr. N. O. McDowell, Jr., of Scotland Neck, was elected and commissioned by the Governor. He assumed the duties of office November 18, 1957.

LAW ENFORCEMENT

Not unrelated to the reasons prompting the change in Board membership is the matter of law enforcement. As you well know the enforcement of the pharmacy laws is charged to the secretary of the Board and those assistants appointed by the Board. The procedures used in the discharge of this duty are equally well known to most of you. The procedures as are now in effect have evolved from experiences gained through administrative adjustment of most complaints registered with the Board during the past 5-10 years as opposed to their prosecution in the courts and consist, briefly, of a review of the complaint, the findings of the inspector

who investigates the complaint, and a hearing of the matter before the Board, where all parties to the complaint are given an opportunity to present evidence. At this point a disposition of the complaint can be made in one of four ways: (1) The Board may find that the complaint could not be established by adequate facts or that it was of such nature as not to constitute a violation of the law; in either case it is dismissed. (2) The Board may receive legally documented assurances that the acts complained of have been corrected and will not be permitted to occur again, which assurances it can properly consider and hold further action in connection with the complaint in abeyance until such time as it has been found that the assurances given were false or were not given in good faith. (3) The Board may revoke the license to practice or the permit to operate a pharmacy as the case may be. (4) Or the Board, finding probable cause, may bring suit (either criminal or civil) in the courts.

Handling the law enforcement program in this manner rather than resorting to the more formal court actions in all cases has a number of distinct advantages for all concerned. (1) A considerably larger number and variety of cases can be disposed of. (2) There is extensive saving in time and expense, both for the accused and for the Board. (3) All evidence pertaining to a complaint is evaluated by a true "jury of peers"—the pharmacists who constitute the Board. (4) There is not the usual public condemnation which is invariably associated with anyone who has been indicted in the courts, whether he be innocent or guilty. These advantages coupled with the provisions of G.S. 143-307 which says in part "Any person who is aggrieved by a final administrative decision, and who has exhausted all administrative remedies made available to him by statute or agency rule, is entitled to judicial review of such decision under this act," seem to make the system now used by the Board an ideal one. In a large measure, this is true. There are, however, certain improvements which could be made, particularly in regard to the handling of those cases that eventually are referred to the courts. These improvements could be effected through a relatively simple revision of the powers of the Board as they relate to the revocation of licenses and permits, and clarification of the grounds upon which such action is based. These improvements, which have already been approved by the Legislative Committee, will be explained in detail by the several members of the Board during the coming months when they meet with local groups throughout the state. Suffice it to say here that provision should be made for the Board to take the less drastic action of "suspending" a license rather than revoking it, as is now the case, and as stated before to clarify and modernize the grounds for this action.

A Code of Ethics

What has been said above relates to acts that are in violation of the law, which acts involve the health, safety and welfare of the public. The laws prohibiting these acts are based on the exercise of the police power of the state and they are enacted solely for the protection of the public and not the profession. There are other courses of conduct which may or may not affect the public directly but which, nevertheless, are detrimental to the welfare of the profession. These acts cannot properly become a subject for legislation but must be regulated through other "extra legal means." This is neither a new problem to pharmacy nor is it peculiar to our profession. We, like other professions, have sought to regulate ourselves through a code of ethics—a system of conduct that goes beyond the requirements of law and one which is devoted to a higher end than that of personal profit or the earning of a livelihood. Like other professions, pharmacy has had its code of ethics, but unlike some of the other professions our code of ethics has not exerted the influence that it should have. To explain why this is true would require an exploration into all of the multiple aspects of our professional life and would constitute a separate subject for discourse at the proper time. However, this much can be said now. We find ourselves in our present situation as it relates to the ethical values of our profession largely through default of interest and attention. Developments in the over-all system of health care during recent years has assigned to the

pharmacist a duty which he performed more or less incidentally before—that of consultant to the physician and other practitioners with respect to the ever increasing number of delicate and potent therapeutic agents now available for the prevention and treatment of disease. This duty is in addition to that which he has traditionally performed. The nature of these new agents requires that he be better trained technically. With this additional knowledge, there are introduced new opportunities for abuse. This makes it essential that the pharmacist be more sensitive to those considerations which do not lend themselves to legal regimentation. He must, therefore, restrict his professional activities to that course of conduct which will assure his colleagues in the other professions, as well as our own, that he can be relied upon in any and all circumstances to use his knowledge and talents only in the public interest. This will not come about as a matter of course. It will only materialize through the efforts of all who are engaged in practice. This is not to say that our profession is now without a pattern of ethical conduct. It is to say that our attention to ethical considerations has not kept pace with the progress made in this and other professions. It is to say further that certain commercial elements have found their way into our professional practice that tend to lower its dignity and objectivity. In order to extricate ourselves from this state of affairs and to preserve for the future those things of the past of which we are most proud, we must reconsider not only the contents of our Code of Ethics, but also devote attention to an arrangement which will assure its enforcement. It is recommended that the Association place this project high on its Agenda of Activities.

PHARMACY PERSONNEL

The statistical study of pharmacy outlets and personnel which is made by the Board each year and which is included as a part of this report shows that there is steady, if slow, progress being made in properly staffing our pharmacies, both retail and hospital. The report shows a net increase in the number of pharmacists in practice of 46, and a net decrease in the number of outlets of 5. There has been a decrease of three in the number of stores operated by "permitted physicians" and a decrease in the so-called "one-man" stores. There has been a corresponding improvement in the other types of outlets. These improvements would have been even greater had there been sufficient pharmacists available to meet the demand. From a statistical point of view it appears that this demand is not likely to be fully satisfied for some years to come. However, with the prospect of the enlargement of training facilities about to be realized, we may begin to expect an increase in qualified personnel. These people will be most welcome. Not only will they help to relieve shortages but by so doing will tend to lessen the threat to our educational standards.

We are still handicapped by the accumulated pharmacist shortage of more than fifteen years; therefore, we must continue to improve the staffing of the already established outlets with those pharmacists who do become available rather than extending the number of outlets.

DISTRIBUTION OF DRUGS IN HOSPITALS

During the past two years the Board has had under study the procedures used for the distribution of drugs in hospitals and other institutions. Progress on this study has not been as rapid as is desirable due to the pressure of other duties. Certain problems have been identified; however, the solution of these is likely to be even slower, due to the special legal immunity enjoyed by most hospitals. In a great many instances this legal immunity has been taken advantage of and has been responsible for the evolution of the present picture, which is near the antithesis of what we believe the pharmacy law was enacted to protect against. Although these legal problems are to be encountered in dealing with the various types of hospital practice, the atmophere for a solution of the main problem is presently favorable. In certain phases of this study the initiative has been taken by organized hospital groups themselves. However, there still remains the individual hospital administrator who is concerned with whether his institution can afford the type of service that the Board believes the public is entitled to under the law. The task here is to educate him through experience to the

opposite point of view—that he cannot afford to be without the services of a qualified pharmacist. It is believed that all of you will recognize the necessity of providing safe, efficient and economical hospital pharmacy service. The big problem will be to secure the legally qualified and specially trained personnel to do the job at a cost that the hospital can afford to pay. It now appears that many pharmacists who are presently engaged in retail practice will have to be called upon to render additional service in the hospitals on a part-time basis. There will also likely be others who will be engaged primarily in hospital pharmacy but who will also engage in retail practice on a part-time basis. Both of these arrangements hold a potential for creating local petty jealousies among retail pharmacies in the community. The Board hopes that, where such part-time arrangements come into being, all of those pharmacists in the community who are not a primary party to the service will give their cooperation to the project in the interest of promoting the public welfare and the welfare of the profession. To deny that the specialty of hospital pharmacy will grow or to place obstacles in the path of its development is to take a short-sighted and selfish view. One has only to note the phenomenal increase in the use of hospital facilities with the attendant increase in the volume of therapeutic agents used in these hospitals in recent years to predict that unless adequate steps are taken now to provide qualified personnel to render this service, a significant area of drug distribution will have become established in which the services of the pharmacist has been dispensed with. Therefore, not only public safety but also professional self interest demands that all of us not simply refrain from placing obstacles in the course of development but that we go out of our way, unencumbered by commercial considerations, to assist in the recovery of that area of professional practice that is being lost to us through default.

PATENT OR PROPRIETARY PREPARATIONS

A subject which has puzzled those in the profession and out alike for years has been "what drugs can the general merchant legally sell?" Our pharmacy law restricts the sale of "drugs," "poisons," "chemicals," and "prescriptions" to drug stores. From this inclusive restriction, the law exempts from the requirements of the act "patent and proprietary preparations." However, at no place in the law is there a definition of "patent or proprietary preparations." That the exemption of "patent or proprietary medicines" was contained in the first Pharmacy Act of March 12, 1881, and has remained in the Act in essentially the same form since that time without a definition of what constitutes this class of "medicines" is a remarkable fact. It can only be inferred that all concerned with the law had a knowledge of what was meant by the term. There is good evidence that this is true. Until the time of the passage of the so-called Durham-Humphrey Amendment to the Federal Food, Drug, and Cosmetic Act in 1951, everyone connected with the manufacture and distribution of "patent or proprietary preparations" had a reasonable "intuitive" understanding of what was meant by the term by virtue of the method of promotion of these products. Generally the understanding was that this class of preparations was composed of home remedies designated by trademarks and trade names which were the exclusive property of an individual or firm and were sold for use in connection with "self medication." These preparations were almost never prescribed by physicians. That these preparations did not enjoy a good reputation in legitimate medical circles is well documented in medical literature. They were looked upon as nostrums of little or no value. For the most part they were non-potent and did little harm except to give those taking them a false sense of security, thereby keeping them from seeking competent medical advice early; and, of course, the waste of money in their purchase. The innoxious nature and undignified position held by these items in the legitimate treatment of disease doubtless accounts for their exemption from the act regulating the distribution of bone fide drugs and medicines at that time. It is most unfortunate that the law did not describe "patent or proprietary preparations" more adequately at that time in view of events that were to follow.

In the early 1900's, the reputable phar-

maceutical manufacturers began to promote specialty products which would be free of open competition, at least insofar as name is concerned. These specialty items were different from the early "patent and proprietary preparations" in that they were used almost exclusively pursuant to physician's prescriptions. However, some of these came into more or less general use as a result of their being prescribed by physicians. During the 30's and 40's much promotional effort was directed toward physicians in behalf of these preparations. During this time they came to be known as "proprietaries" to distinguish them from official preparations contained in the U. S. Pharmacopoeia and the National Formulary. Although they were known as "proprietaries," they in no way resembled the "patent or proprietary preparations" named in the statute other than in ownership of name. As a result the term "proprietary" took on a new connotation—a reference to a class of preparations which did not exist when the law was passed and which today is a broad term that covers most of our very potent and dangerous drugs. From this situation there naturally evolved three classes of medicinal preparations: (1) those preparations which were dispensed exclusively pursuant to physicians' prescriptions, (2) those which were sold on physicians' prescriptions as well as "over the counter," but always in a pharmacy under the supervision of a pharmacist, and (3) "patent medicines" (as they came to be known rather than patent and proprietary) which might be sold by any dealer provided they did not contain poisonous ingredients.

On April 26, 1952, the Federal Food and Drug Administration made effective a regulation promulgated under the so-called Durham-Humphrey Amendment to the Food, Drug and Cosmetic Act. This regulation had the effect of causing manufacturers of medicinal preparations to label their products in one of two ways—(1) the label must bear the legend "Caution: Federal Law prohibits dispensing without prescription," or (2) the label must carry full directions for use. The F.D.A. reserved the right to make the determination as to the class into which a particular preparation was to be placed. In effect, this regulation provided for only two classes of medicinal preparations instead of the three which formerly existed. It has had the further effect of upsetting the traditional pattern of drug distribution and has created special problems in the adequate protection of the public health. These problems result largely from the legal mechanics of determining the labeling requirements of a drug.

Under the new F.D.A. regulations, many of the drugs which had come to be known as "proprietaries" and had been sold both on prescription and "over the counter" under the supervision of a pharmacist were now required to be labeled with "full directions for use." This new labeling was such that it was contended that these preparations (or those similar to them) were now safe for unregulated distribution through any type of outlet. This arrangement is particularly confusing when labeling requirements change from time to time, e.g. one week a preparation might bear a prescription legend label and the next week it can legally be sold in any roadside filling station. It is equally confusing to be able to buy a 25 mg tablet of a drug at any outlet while a 50 mg tablet of the same drug requires a prescription. This same confusion is further compounded by the fact that a certain drug might be sold without restriction under one name yet requires a prescription under another name when both are the same chemically.

Perhaps the most important effect of this regulation from a point of law is that, without a definition of "patent or proprietary preparation" in the pharmacy law, the F.D.A. has appropriated unto itself, through the determination of labeling requirements, the authority to say which medicinal preparation might and which might not be distributed in any type of outlet without being subject to state regulation. This is true since virtually every state pharmacy law contains the exemption for "patent or proprietary preparation" exactly the same or similar to that in the North Carolina law.

It was to be expected that much confusion would result from such a situation, and in fact has resulted. The most dangerous effect of this development insofar as the public health and safety is concerned has been that certain commercial enterprises saw

this as an opportunity to expand their line of merchandise, and in fact did so. Momentum was given to this expansion by certain drug manufacturer who took the position that "if it's not illegal, it's all right," and developed further this market. At the same time, many reputable manufacturers of medicinal preparations and pharmaceuticals who through the years had manufactured and distributed what came to be known as "proprietaries" became concerned for their products less they be distributed through improper channels. They dropped the term "proprietaries" in reference to their products in favor of "medical specialties or ethical specialties." Although they are still required to label their products with "full directions for use," they intend that they be restricted to professional supervision in order to properly safeguard the public. It is doubtful, however, whether this change will accomplish the desired end. This is especially true in view of the recent action of the U. S. Department of Justice when it filed suit again Parke Davis & Co., charging that firm with violation of the antitrust laws in restricting the distribution of its products to physicians, hospitals, and pharmacies. This suit seems to be of special significance since Parke Davis & Co. has been one of the world's foremost champions of research and development of efficacious medicinal products and has refrained from the exploitation of their development simply for commercial gain. Although the Board of Pharmacy believes that the ultimate right to restrict the distribution of drugs should be reserved to the state, at the same time it recognizes the distribution problems created for the manufacturer by having to meet varying regulations for the several states. The main problem to be resolved in this issue is to satisfy the commercial interests of the manufacturers, and the sometimes opposing interests of those several segments engaged in distribution, without endangering the public health. Numerous attempts have been made in other states to settle this problem through litigation. Not only have these suits not solved the problem, on the contrary the area of disagreement has been widened, since the opposing parties to the litigation seemed to seek to extend and secure their special interests rather than to seek an area of understanding and agreement. The impasse thus created has served the useful purpose of causing the opponents in this dispute to realize that in further battles of this nature, as in any war, both sides stand to lose. There now appears to be some light breaking through the storming turmoil. At the last annual meeting of the National Drug Trade Conference a committee was appointed for the express purpose of studying the classification of drugs to be confined in sale to the supervision of registered pharmacists. It is hoped that the work of this committee will be fruitful. If it is, and an agreement can be reached in the controversy that is reasonably satisfactory to all parties concerned, much litigation can be avoided and clarification of the present state of confusion can begin. In the meantime, the Board has adopted a general definition of "patent or proprietary preparation" which will serve as a basis on which to work in connection with our most pressing problems in this area. This definition was adopted with the understanding that it would be amended at the proper time. It has been published in the CAROLINA JOURAL OF PHARMACY if any of your are interested in its contents.

PRACTICAL PHARMACY EXPERIENCE

This special report has already been longer than was originally intended. It would not be complete, however, if it *did* not cover briefly one additional topic—that of the supervision of the practical experience of the apprentice pharmacist or pharmacy intern. It is trusted that you will indulge us a few minutes longer in order that this important matter might be discussed briefly. For the past ten years the Board has required those persons who are preparing themselves for careers in pharmacy to register with the Board in order to validate practical pharmacy experience. During this time considerable progress has been made in the training program. There still remain, however, some deficiencies that detract from the full effectiveness of this course of training. These lie largely in the area of lack of understanding of the objectives of the program on the part of the supervising pharmacists. Until last year the Board did not have adequate personnel to carry on the

field work necessary to effect such an understanding. Prior to that time all information reaching the supervising pharmacist was through the less effective medium of correspondence. However, an arrangement has now been worked out with the School of Pharmacy whereby a member of the faculty will render this service during the summer months. It is hoped that through these personal contacts a full understanding of the objectives of the program can be reached by the supervising pharmacist so that he in turn might require of the intern that full measure of application that will prepare him to discharge the duties which will devolve upon him when he receives his license. Time here does not permit a detailed review of what the Board is seeking to do through this program. Briefly, it may be stated "to teach the candidate for license to translate formal knowledge acquired in school into terms of actual practice, and to be safe." It is to supplement his formal training in such a way that he might fully discharge not only the traditional duties which have been expected of him but also to perform those new functions of the pharmacist as mentioned earlier in this report. The objective of our full training program is well stated by Drs. Blauch and Webster in *The Pharmaceutical Curriculum* as follows: "The compounding of physicians' prescriptions is a time-honored function of the pharmacist. For some years the development of large-scale scientifically controlled production of medicinals has brought changes in the amount of compounding that is done, but it has by no means done away with this function.

"Filling prescriptions is often regarded as a rather mechanical operation although in some phases a considerable amount of individual skill is required. The study reported in 1927 (*Basic Material for a Pharmaceutical Curriculum*) indicated that, regardless of the type of prescription—'compounded' or 'dispensed'—approximately one hundred different basic functions and responsibilities are involved in filling a prescription. Although actual *technical* manipulation on the part of the pharmacist may be involved in only a portion of the prescriptions he fills, he must have knowledge of preservation, dosage, and the remainder of these one hundred functions. "It is not enough that a pharmacist can read and fill the prescription he receives; in the interest of the patient he should be able to adopt a critical attitude toward the mixtures he prepares with respect to their therapeutic application, in order that he may be of help, as occasion warrants or merits, in pointing out relative advantages and disadvantages among therapeutic agents. The pharmacist should be able to indicate to the physician wherein he may improve his prescribing. Such an ideal does not contemplate that the pharmacist shall usurp the professional functions and prerogatives of the physician. It is the function of the physician to diagnose the ailment, to indicate the therapeutic agent required and the dose he has in mind, and to furnish the necessary directions for use of the agent. The physician, having made a diagnosis, should find it possible with complete confidence to call upon the pharmacist for advice as to the best available agent or agents for the treatment. From such a situation should also stem the relationship wherein the pharmacist may, on occasion, call the physician to suggest ways of improving the proposed therapy to the advantage of the patient. It is here suggested that the physician should be able to have a relationship with the pharmacist that is similar to that which he has with the roentgenologist or the pathologist, upon whom he frequently calls for assistance in interpretation.

"In order to prepare pharmacists to discharge such professional functions, the thinking of those concerned with pharmaceutical education should be adjusted accordingly. The objectives of pharmaceutical education have tended to emphasize the training of pharmacists as technicians. They need now to be broadened to encompass the approach here indicated.

"The development of large-scale production of medicinals has had another pronounced effect upon the pharmacist—it has enlarged his professional responsibility because he has to handle and become familiar with an ever-increasing number of new diagnostic and therapeutic agents, many of which have required new scientific and technical

knowledge on his part, and it has made of him increasingly a scientific purveyor and technical adviser.

"With the rapid multiplication of drugs produced by the pharmaceutical industry the services of the well-educated pharmacist are needed more than ever by the other health professions and the public. So extensive is the knowledge and effort required to know the various drugs and their uses that it becomes almost impossible for anyone but the pharmacist to keep completely up to date in this field. He can perform a particularly useful service in advising on competing drugs for which conflicting claims are made. The multiplication of products other than drugs, such as rodenticides, parasiticides, and fungicides, on which the pharmacist can give sound advice, makes his service increasingly valuable to the public.

"Records kept by pharmacists of questions asked them by physicians, other professional personnel, and laymen attest the fact that these groups rely upon the pharmacist for a surprisingly large amount of information. Apparently he is expected to know everything about drugs or to be able to find the answer to just about any question concerning them."

The Board hopes each pharmacist who accepts the responsibility of supervising one of the interns will be caught up by the spirit and aspirations of this upgrading project. It is an opportunity to make a real contribution to the profession.

Report of Inspector Balas

Charlotte, N. C.
May 16, 1958

To: The Members of the North Carolina Board of Pharmacy

Subject: Annual Report

I submit herewith my report for the period from April 1, 1957 to April 30, 1958 inclusive.

The following inspections and investigations were made.

Retail Pharmacies	995
Hospitals	30
Manufacturers or Distributors	2
Special Investigations	41
Soda Shops & Groceries	18
Doctor's Office & Nursing Homes	2
Total	1088

During the period of this report I have attended all but one of the regular Board meetings and two examinations held during this time.

Respectfully submitted,
John B. Balas

Report of Inspector May

Wake Forest, N. C.
August 1, 1958

To: The Members of the North Carolina Board of Pharmacy

I have the honor to submit herewith my report covering the period from May 1, 1957 to April 30, 1958, with the following classification in the eastern part of the state:

Retail Pharmacies	565
Wholesale Outlets	2
Soda Shops	18
Physicians' Offices & Clinics	24
Hospitals	12
Miscellaneous, including Grocery Stores	123
	744

The above inspections were made in 201 towns and villages. Some of these towns and calls are repeats.

As was the case last year, I have not been able to devote full time to the inspection work during the current year. However, events have now occurred which indicate that I will be able to devote more time to the inspection program during the coming year.

Respectfully submitted
Thos. H. May

Report of Attorneys

North Carolina Board of Pharmacy

Chapel Hill, North Carolina

Re: Annual Report

Gentlemen:

The year 1957-58 has been marked mainly by one notable achievement affecting the legal matters which have heretofore concerned the Board. During the past several years which the undersigned has represented the Board there has been considerable question among the pharmacists throughout the

State as to what is meant by, "As an aid to and under the immediate supervision of a registered pharmacist or registered assistant pharmacist."

In *North Carolina Report*, Volume 248 at page 134 the Supreme Court of North Carolina this year has clearly defined:

1. That the General Assembly, in the exercise of the police power of the State, may regulate the practice of pharmacy.
2. That supervision as hereinbefore referred to requires that the unlicensed clerk act in the immediate physical presence of a licensed pharmacist or assistant pharmacist and under his personal supervision and direction.
3. That an injunction will properly lie in cases of violation of G. S. 90-71 and 90-72 even though the same may be a criminal offense punishable under the criminal laws of the State of North Carolina.

It is sincerely felt that this important decision has increased the effectiveness of the enforcement of the laws regulating the practice of pharmacy beyond our most optimistic estimates. In the handling of disciplinary cases in the future it is certainly an advantage that the language be defined in order to impress upon the person charged with the violation that the Board of Pharmacy is not merely making rules for its own convenience but is carrying out the mandates of the General Assembly and the Supreme Court of North Carolina.

The undersigned has attended all but one regular meeting of the Board of Pharmacy during the year 1957-58 and Wright T. Dixon, Jr. represented the Board at that meeting. In addition to the regular meetings the undersigned has spoken to the candidates for licensing, both for examination and by reciprocity, and has defined to the best of his ability the laws pertaining to the regulation and practice of pharmacy.

There have been many disciplinary cases before the Board during this fiscal year and on each occasion it is felt that suitable adjustment has been accomplished.

There have been two civil actions instituted during this fiscal year, the outcome of which are yet to be determined. It may be pertinent to point out here that during this same fiscal year there have been criminal prosecutions effectively carried out in Charlotte in the Recorder's Court against three individuals and three stores with resulting convictions and imposition of fines upon these individuals.

While it is impossible to say that we are seeing a decrease in disciplinary cases, it is certainly obvious that the authority with which the Board of Pharmacy speaks has been increased to such an extent that the regulation of the practice of pharmacy should be in the future more effectively carried out.

Respectfully submitted,
Bailey and Dixon
By: J. Ruffin Bailey

EXAMINATIONS

During the year there were two examinations held. These were as follows:

In June, 1957, twenty-four candidates qualified for admission to the examination; twenty-two passed and were registered. They are as follows:

Ernestine Baker, High Point
John Marshall Barringer, Carthage
Miriam Lenora Bland, Sanford
Fred Richard Charles, Charlotte
Gerald B. Charney, Brooklyn, N. Y.
Arnold Cherson, High Point
Walter Newton Coley, Raleigh
Herman Weeks Daniel, Columbia, S. C.
Charles Irvin Gidney, Raleigh
James Simpson Greene, Morganton
Gerald Kelly Harrington, Sanford
Douglas Woodrow Isaac, Marion
Geraldine Keenum, Hazelwood
Melvin Clyde Kendrick, Greensboro
Robert Stanley Kopp, Brooklyn, N. Y.
Joanne Schell McDonald, Charlotte
Lawrence Harold Mancini, Fayetteville
Donald Joseph Miller, Raleigh
John Sanford Nance, Jr., Charlotte
Margaret Virginia Neal, Richmond, Va.
Harry Bassett Umphlett, Jr., Elizabeth City
Emory Milner Watson, Southern Pines

Emory Milner Watson made the highest score on the examination with an average of 88%. Arnold Cherson was runner-up with a score of 87%.

In February, 1958, thirty-four candidates

qualified for admission to the examination; thirty-two passed and were registered. They are as follows:

James Wesley Anderson, Durham
James Edward Arena, Durham
Loretta Jean Barefoot, Asheville
Charles Glenn Barger, Concord
Russell Elliott Brummitt, Henderson
Shirley Weaver Burgardner, West Jefferson
Ernest Leroy Carraway, Jr., Williamston
Peggy Black Chandler, Kannapolis
Samuel Evans Comstock, Columbia, S. C.
Charles Peter Copses, Charlotte
Ben Carter Courts, Reidsville
Wilbur Aubrey Crumpler, Raleigh
Edwin Wilson Edmondson, Pinetops
Pete Delon Freeman, Asheboro
James Thomas Ingram, Roanoke Rapids
Alpheus Jones, Jr., Warrenton
Jerry Robert Leatherwood, Waynesville
John William Leonard, Lincolnton
Mack Elmo McCorkle, Roxboro
William Herndon Mast, Sugar Grove
Roger Carlton Mills, Tabor City
Fred Owen Phifer, Marshville
Janice Pipes Priest, Asheville
Bill Proffitt, Spruce Pine
Renus Edgar Rich, Jr., Harmony
Mary Sue Sheek, Yadkinville
Edward Marvin Smith, Chapel Hill
Jack Loyd Tyler, Chapel Hill
Maurice Edward Underwood, Wilmington
Hobart Glenn Whaley, Graham
Charles Slater Williams, Durham
Joseph Zambito, Raleigh

Edwin Wilson Edmondson had the highest grade on the examinations with an average of 88%. Charles Peter Copses, Renus Edgar Rich, Jr., and Edwin Marvin Smith tied for second highest average with a grade of 87%.

Beal Membership Award

Thomas Matthew Keating of Asheville made the highest average score of all candidates taking the examinations during the calendar year 1957 with an average score of 91%. It is recommended that the prize of one year of membership in the North Carolina Pharmaceutical Association be awarded to Mr. Keating.

Registration by Reciprocity

Twenty-five applications for reciprocal registration have been accepted and the applicants registered. None have been rejected. Eight North Carolina pharmacists have been certified to other states where they were accepted. Those registered in the state by reciprocity are as follows:

Richard Freeman Austraw, May 24, 1957, from Maryland
Hugh Tate Bradsher, May 24, 1957, from Missouri
Thomas Gower Slaughter, June 20, 1957, from South Carolina
Clarence Coolidge Coleman, July 4, 1957, from Virginia
Jack Warren Airheart, July 4, 1957, from Georgia
Samuel Gordon Brown, Jr., July 23, 1957, from South Carolina
Richard Mansfield Dickerson, July 23, 1957, from Kentucky
Joseph McCall Tate, August 22, 1957, from the District of Columbia
Philip Francis O'Donnell, Jr., September 17, 1957, from Indiana
Ed Lee Niles, September 19, 1957, from Tennessee
George Mabry Bass, October 16, 1957, from Illinois
William Bruce Holmes, III, October 16, 1957, from Tennessee
Allan Richard Forsyth, November 25, 1957, from Ohio
Wilfred Billy Buckner, December 6, 1957, from South Carolina
Richard Grant Darlington, January 25, 1958, from Ohio
Alan Edward Pressman, January 27, 1958, from Connecticut
Eidson Uriah Burch, January 28, 1958, from Georgia
Stanley Howard Kramer, January 28, 1958, from Maryland
Levan Whittier Richardson, January 30, 1958, from Tennessee
Robert James Kemper, January 30, 1958, from Ohio
Eldon McDaniel, February 12, 1958, from South Carolina
William Allen James, February 28, 1958, from South Carolina

Donald Cicero Lambeth, February 28, from South Carolina
William Lyman Mayson, February 28, 1958, from South Carolina
Victor Ward Ferrin, April 9, 1958, from Georgia

PHARMACISTS RE-REGISTERED

Nine pharmacists whose licenses were allowed to lapse or who were on the inactive list have been re-instated during the fiscal year. They are as follows:

W. A. Lowry
Robert B. Jones
Francis Muratori
Bonnie C. Brown
Charles Louis Johnson
Hugh F. Hurst
Claude Piantadosi
Richard V. Pryce
Richard K. Webb

PHARMACISTS REMOVED FROM THE REGISTERED LIST BY REQUEST OR FAILURE TO RENEW—(34)

Stanley Preston Aldridge
Edward Joseph Brunner
Eben Shaffer Caldwell
Arthur Rufus Corbitt
Herman Weeks Daniel
Frances Wiginton Driscoll
Thomas Northey Edwards
Arthur Levi Fishel
Archie Alexander Gamble
Ignacio Castro Gamboa
Herbert Cooper Greene
Francis Carl Hammerness
Thomas Burrus Harris
Edwin Louis Hern
Robert Craft Huntley
Archibald Wesley Hursey, Jr.
Henry Edward Jones
Robert Bartow Jones
Delton Graham King
John Edward Koonce
Cecil West Mosteller
Joseph Clement Powell
Richard Vaughn Pryce
Edward Boswell Redman
Stuart Wingo Rollins
Beatrice Kaminetzky Susman
Edward Kenneth Turnbull
Thomas Willian Ullrich
Raymond Abel Vaillancourt
Henry C. Walters
David Weiner
James D. Williams, Jr.
Theophilus Darius Williams, Jr.
John Franklin Wooten



In Memoriam

PHARMACISTS WHO HAVE DIED DURING THE YEAR
(24 Pharmacists)

Moses J. Alston—7-28-57 Wake Forest
Ranson Fred Carswell—9-9-57 Winston-Salem
Edgar Poe Crawford—7-14-57 Lenoir
Hamilton E. Davis—5-2-57 Andrews
Cope W. Ellington—5-15-57 Greensboro
Robert John Hathaway—7-5-57 Skyland
Francis G. Jacocks—2-7-58 Elizabeth City
Charlie Jordan James—6-13-57 Hillsboro
Robert Seymour Knight—12-17-57 Columbia
Lacy McKinnon McKenzie—6-24-57 Lumberton
Lester B. Mullen—5-29-57 Asheville
Edward B. Redman—3-21-58 Darlington, S. C.
Jefferson Reeves—3-26-57 Asheville
Samuel Harvey Reid—11-22-57 Washington
John Linwood Robinson—9-29-57 Belmont
Junius E. Shell—4-2-58 Lenoir
Marks Brown Sloop—11-9-57 Winston-Salem
Dean Willis Tainter—11-11-57 Marion
Ed L. Tarkenton—4-19-58 Wilson
Pinkney L. Trotter—3-7-58 Thomasville
Samuel E. Welfare—3-27-58 Winston-Salem
Walter Rodwell White—12-9-57 Warrenton
Walter Curtis Wrike—8-28-57 Graham
Darcey Cecil Yancey—4-12-57 Wilson

REPORT ON AUDIT
OF
NORTH CAROLINA BOARD OF PHARMACY

CHAPEL HILL, N. C.

May 1, 1957 to April 30, 1958

BOARD MEMBERS

Roger A. McDuffie Greensboro
R. N. Watson Sanford
W. Moss Salley, Jr. Asheville
Frank W. Dayvault Lenoir
N. O. McDowell, Jr. Scotland Neck

OFFICERS

Roger A. McDuffie President
R. N. Watson Vice President
H. C. McAllister Sec.-Treas.

RAYMOND L. PRICE
CERTIFIED PUBLIC ACCOUNTANT
609 COMMERCIAL BUILDING
RALEIGH, N. C.

May 17, 1958

To The Officers & Members of the
North Carolina Board of Pharmacy:
Gentlemen:

As requested, we have audited the financial records of Mr. H. C. McAllister, Secretary & Treasurer of the North Carolina Board of Pharmacy, for the period from May 1, 1957 to April 30, 1958, and the attached statement of Cash Receipts & Disbursements presents a summary of Operations for the fiscal year.

All Receipts entered on the Cash Book were in agreement with duplicate receipts on file aid were properly deposited in the bank. Disbursements for the fiscal year were made for apparently proper purposes and are supported by signed, paid checks, receipted bills, etc.

The balance on Hand at April 30, 1958 consists of the following:

Cash in Banks		
The Bank of Chapel Hill	$18,035.44	
The University Nat'l. Bank of Chapel Hill (Savings)	9,429.23	$27,464.67
Investments:		
U. S. Treasury Bonds (2½%)		5,000.00
Total Balance April 30, 1958		32,464.67

The Cash in Banks was reconciled and verified. The five U. S. Treasury Bonds of $1,000.00 each were inspected.

The fidelity bond for the Secretary & Treasurer in the amount of $5,000.00 has been continued. Two fire insurance policies of $2,500.00 each, or a total of $5,000.00 on office equipment, were examined.

The records, as heretofore, are in a very satisfactory condition and we experienced no difficulty in the verification thereof. In the course of this examination, every assistance was rendered and courtesy extended that would facilitate our work.

Respectfully submitted,

R. L. Price
Certified Public Accountant

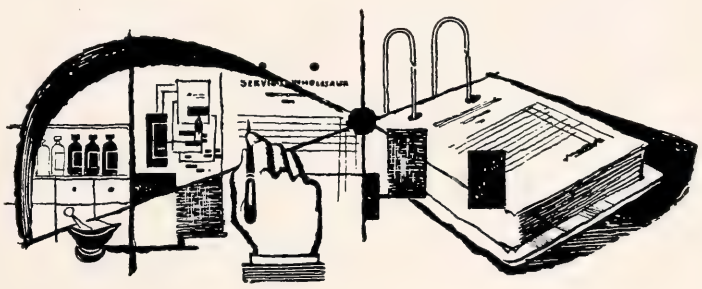
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NORTH CAROLINA BOARD OF PHARMACY, CHAPEL HILL, N. C.

CASH RECEIPTS AND DISBURSEMENTS

May 1, 1957 to April 30, 1958

Receipts:	
Pharmacist Renewal Licenses	$17,660.00
Asst. Pharmacist Renewal Licenses	260.00
Asst. Pharmacist Re-registrations	15.00
Physician Renewal Licenses	75.00
Physician Registrations	10.00
Pharmacist Re-registrations	405.00
Examination Fees	860.00
Reciprocal Registrations	675.00
Drug Store Permits—Original	1,125.00
Drug Store Permits—Renewals	13,740.00
Drug Store Re-registrations	375.00
Drug Store—Listings	64.00
Duplicate Certificates	15.00
Sale of Poison Registers	320.88
Certificates of Grades	8.00
Sale of Supplies $150.41; Overpayments $40.00	190.41
Returned Checks Collected	181.00
Interest on Savings & Bonds	436.25
Sale of Equipment	50.00
All Other	32.04
Total Receipts	36,497.58
Balance May 1, 1957	32,378.60
Total Receipts & Balance	68,876.18



Disbursements

Salaries:		
Secretary & Treasurer	$6,600.00	
Office Assistants	5,020.75	$11,620.75
Office Expense:		
Rent	875.00	
Telephone	315.97	
Supplies	343.75	
Postage	694.70	
Printing	611.47	
Equipment	494.47	
All other	16.50	3,351.86
Inspection Expense:		
Salaries	8,350.00	
Travel Expense	4,197.63	
Legal Expense	2,600.00	
All Other	86.82	15,234.45
Board Meetings:		
Per Diem $1,160.00; Expense $1,342.18	2,502.18	
Examination Material	147.52	2,649.70
Miscellaneous Expense:		
Audit	115.00	
Bank Service Charges	17.32	
Expense: Attending National & District Meetings	333.95	
Dues $81.00; Bond Premium $20.00	101.00	
Lettering Certificates	174.00	
Revising Rules & Regulations of Board	814.00	
Health & Accident Insurance	221.75	
Bonds: Court Costs	400.00	
Social Security Taxes	339.35	
Returned Checks $236.00; Refunds $85.00	321.00	
Publishing Annual Report	632.12	
Credit Reports $76.20; All Other $9.06	85.26	3,554.75
Total Disbursements		36.411.51
Balance April 30, 1958:		
The Bank of Chapel Hill	18,035.44	
The University Nat'l. Bank (Savings)	9,429.23	
Investments: U. S. Treas. Bonds	5,000.00	32,464.67
Total Disbursements & Balance		68,875.18

This report is respectfully submitted,

NORTH CAROLINA BOARD OF PHARMACY
Roger A. McDuffie, *Pres.*
R. N. Watson, *V. Pres.*
F. W. Dayvault
W. Moss Salley, Jr.
N. O. McDowell, Jr.
H. C. McAllister, *Sec.-Treas.*

SUMMARY OF PHARMACISTS ON THE ACTIVE ROSTER

	Under 30	30-39	40-49	50-59	60-64	65-70	Over 70	Total
A. Total number of pharmacists in good standing on roster	316	525	278	317	134	137	125	1832
B. Total number actively engaged in pharmaceutical pursuits (in State)	253	436	240	267	122	101	92	1511
1. In retail pharmacy	224	390	208	242	114	88	66	1332
a. As owners	13	69	81	93	42	35	24	357
b. As partners	32	107	70	69	31	23	17	349
c. As employees	179	214	57	80	41	30	25	626
2. Part-time retail employees	5	11	4	4	4	12	19	59
3. In hospital pharmacy	17	18	12	7	0	1	1	56
4. In wholesale & mfg. labs.	0	0	1	8	2	0	5	16
5. As field rep. for mfg. & wh.	5	14	11	5	2	0	0	37
6. Teaching (students) & govt.	2	3	3	1	0	0	1	10
7. In misc. ph. pursuits	0	0	1	0	0	0	0	1
C. Total number who reside IN State & NOT engaged in ph. pursuits	7	18	5	15	6	24	26	101
1. Unemployed (at time of renewal)	0	1	0	0	0	0	0	1
2. Retired	0	1	1	5	1	17	24	49
3. Otherwise engaged	7	16	4	10	5	7	2	51
D. Number who reside OUT of State	29	71	32	35	6	12	7	192
E. Number serving with Armed Forces	27	0	1	0	0	0	0	28
F. Number in "B" who are women	29	28	7	5	0	0	0	69
G. Number in "A" who are women	46	58	10	7	0	0	0	121
H. Number of women not engaged in pharmacy pursuits (G minus F)	17	30	3	2	0	0	0	52

EDUCATIONAL QUALIFICATIONS OF PHARMACISTS ACCORDING TO AGE

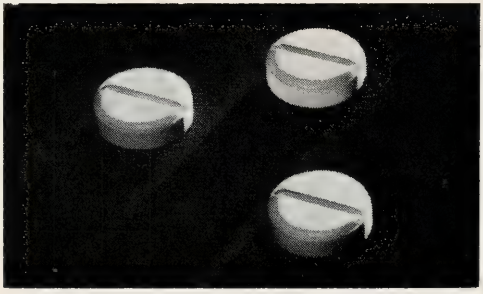
	Under 30	30-39	40-49	50-59	60-64	65-70	Over 70	Total
Qualifications of Pharmacists in "B"								
Non-graduates	0	1	31	44	60	64	66	266
Graduates of 2 year courses	0	0	0	159	52	27	18	254
Graduates of 3 year courses	0	2	70	53	9	10	7	151
Graduates of 4 year courses	253	433	137	13	1	0	1	840
Total in "B"	253	436	240	267	122	101	92	1511
Qualifications of Pharmacists in "A"								
Non-graduates	0	1	34	50	64	88	90	327
Graduates of 2 year courses	0	0	0	181	57	38	24	300
Graduates of 3 year courses	0	2	80	69	12	11	10	184
Graduates of 4 year courses	316	522	164	17	1	0	1	1021
Total in "A"	316	525	278	317	134	137	125	1832

SUMMARY OF PHARMACIES REGISTERED

Total number of pharmacies in State			939
Number classified as hospital pharmacies		26	
Number serviced by one pharmacist	15		
Number serviced by two pharmacists	7		
Number serviced by three pharmacists	3		
Number serviced by four or more pharmacists	1		
Number classified as retail pharmacies		913	
Number serviced by one pharmacist	490		
Number serviced by one pharmacist and one or more part-time pharmacists	52		
Number serviced by one pharmacist and one or more assistant pharmacists	12		
Number serviced by two pharmacists	281		
Number serviced by two pharmacists and one part-time pharmacist	10		
Number serviced by three pharmacists	41		
Number serviced by four or more pharmacists	11		
Number serviced by permitted physicians	14		
Number serviced by permitted physician and one assistant pharmacist	2		
Ownership of retail pharmacies (hospitals excluded) is vested as follows:			
Stores owned solely by pharmacists	462		
Stores owned by pharmacists & non-pharmacists (pharmacist over 50%)	86		
Stores owned by pharmacists & non-pharmacists (pharmacist less than 50%)	43		
Stores owned by pharmacists & non-pharmacists (50%-50%)	78		
Stores owned solely by non-pharmacists	195		
Stores owned solely by physicians	6		
Physician-owned clinic	1		
Physician-pharmacist owned clinic	1		
Stores owned by physicians and pharmacists (physician over 50%)	11		
Stores owned by physicians and pharmacists (physician less than 50%)	4		
Stores owned by physicians and pharmacists (50%-50%)	9		
Stores owned by physicians and dentists (50%-50%)	1		
Stores owned by physicians and non-pharmacists (50%-50%)	5		
Stores owned by physicians and non-pharmacists (physician over 50%)	2		
Stores owned by physicians and non-pharmacists (physician less than 50%)	9		

HOURS OF BUSINESS OF RETAIL PHARMACIES (PER WEEK)

Under 60	8.2%	80-84	17.1%
60-64	8.4%	85-89	11.1%
65-69	9.3%	90-94	6.7%
70-74	14.8%	95-100	3.6%
75-79	18.6%	Over 100	2.8%



List of Registered Pharmacists

(Revised August 1, 1958)

The registration number immediately precedes the name of the pharmacist. The state of original registration appears in () after the names of those pharmacists registered by reciprocity. The year immediately preceding the location of the pharmacist is the year of registration.

Please notify the Secretary promptly of any errors or change in address.

A

4104. Ackerman, Harvey 1958 Charlotte
2161. Adair, W. H. (Ala.) 1924 Roxboro
2207. Adams, E. E. 1924 Lincolnton
3496. Adams, J. W. 1951 Asheville
3929. Adams, L. D. 1956 Newton
2503. Adams, W. J. 1929 Charlottesville, Va.
2653. Adams W. R. 1933 Carolina Beach
3930. Adams, W. R., Jr. 1956 Wilson
3357. Adelson, I. (Va.) 1950 Warwick, Va.
3966. Adelstein, Jerome (Ohio) 1956 Greensboro
2974. Adkinson, N. F. 1941 Avondale
3518. Agnew, Ruth Elizabeth (Ga.) 1951 Atlanta, Ga.
3590. Ahlin, Bjorn (S.C.) 1952 Sylva
1784. Aiken, J. H. Jr. 1914 Asheville
1874. Aiken, L. W. 1916 Asheville
4041. Airheart, J. W. (Ga.) 1957 Concord
3835. Akins, F. T., Jr. (Ga.) 1955 Asheville
3181. Albright, G. B., Jr. 1947 Salisbury
2118. Alderman, Jacob Leroy 1923 Rolesville
1838. Allen, H. H. 1915 Cherryville
3027. Allen, H. H., Jr. 1943 Cherryville
2865. Allen, J. W. 1939 Charlotte
3454. Allen, R. E. 1951 Hickory
2707. Allen, W. D. (Va.) 1936 Morganton
3455. Allen, W. F. 1951 Cherryville
2937. Allgood, W. W. 1941 Roxboro
3360. Alligood, J. M. 1950 Greenville
2552. Allison, J. B. (Ga.) 1930 Lancaster, S. C.
3847. Alphin, Barbara (Mrs.) 1955 Indianapolis, Ind.
3961. Altschul, J. A. (Ohio) 1956 Youngstown, Ohio
4096. Ameen, J. U. (S.C.) 1958 Gastonia
3931. Ammons, D. L. 1956 Statesville
3842. Ammons, R. M. 1955 Red Springs
3619. Anders, G. H. 1953 Shelby
3280. Anderson, E. R., Jr. 1949 High Point
4059. Anderson, J. W. 1958 Wilmington
1605. Anderson, J. M. 1911 New Bern
2470. Andes, G. E. (Va.) 1929 Wadesboro
1346. Andrews, C. McD. 1907 Burlington
1702. Andrews, J. P. 1913 Winston-Salem
3932. Andrews, J. W. 1956 Winston-Salem
1739. Andrews, R. H. 1914 Burlington
1906. Andrews, W. T. 1917 Charlotte
2625. Andrews, W. A. 1932 Louisburg
4060. Arena, J. E. 1958 Durham
2115. Armstrong, W. E. (col.) 1922 Rocky Mount
2654. Arnold, B. D. 1933 Raleigh
2048. Arps. E. G. 1921 Plymouth
1864. Arps, P. M. 1916 Plymouth
2471. Artice, A. R. (Pa.) (col.) 1928 Newport News, Va.
999. Ashford, A. J. 1901 Kinston
3875. Ashworth, R. H. 1955 Cary
3415. Atkinson, M. J. (S.C.) 1950 Fair Bluff
3163. Aull, Betty H. (Mrs. A. H.) 1947 Kannapolis
2449. Austin, B. N. 1928 W. Jefferson
4015. Austraw, R. F. (Md.) 1957 Asheville
2280. Avner, Samuel 1925 Montgomery, Ala.

B

2212. Bain, J. D. 1924 Clayton
3548. Bain, J. D., Jr. 1952 Clayton
3630. Bain, M. McG. (Tenn.) 1953 Wilson
2216. Baker, E. R. (col.) 1924 Danville, Va.
3329. Baker, J. H. 1950 Mount Airy
2051. Baker, W. P. 1921 Raeford
3729. Balas, J. B. (Pa.) 1954 Charlotte
3986. Ball, H. L. 1957 Mars Hill
2499. Ballance, G. H. 1929 Alexandria, Va.
3964. Bane, G. H. (S.C.) 1956 Concord
3519. Banner, R. D. (Kan.) 1951 Spruce Pine
3987. Barber, R. E. 1957 Mt. Gilead
2405. Barbour, J. P. 1927 Burlington
3988. Barbour, J. P., Jr. 1957 Greensboro
3733. Barbrey, H. S., Jr. 1954 Goldsboro
2573. Barefoot, L. G. 1931 Asheville
4061. Barefoot, Loretta J. 1958 Asheville
4062. Barger, C. G. 1958 Jacksonville

3117. Barnes, H. J. (Miss.) 1946 Portsmouth, Va.
3979. Barnett, C. M. (Va.) 1956 Henderson
3456. Barnett, Frank, Jr. 1951 Henderson
3549. Barnett, J. 1952 Henderson
2462. Barnhardt, M. R. 1928 Rockwell
1959. Barrett, R. E. 1917 Burlington
2912. Barringer, H. A. 1940 Concord
4019. Barringer, J. M. 1957 Carthage
3494. Barton, W. H. (Ga.) 1951 Greensboro
2818. Basart, J. M. 1938 Havelock
4048. Bass, G. M. (Ill.) Albion, Illinois
3734. Bauguess, C. T., Jr. 1954 Chapel Hill
3041. Beam, W. G. 1944 Danville, Va.
3550. Beason, R. H. 1952 Boiling Springs
3013. Beavans, S. C. 1943 Enfield
3116. Beck, A. L., Jr., (S.C.) 1946 Hendersonville
3162. Beck, Q. H. (S.C.) 1947 Hendersonville
3151. Beck, W. C. (S.C.) 1946 Hendersonville
3551. Beddingfield, B. B. 1952 Greenville
1904. Beddingfield, C. H. 1917 Clayton
3073. Beddingfield, C. H, Jr. 1945 Clayton
1686. Bell, F. R. 1912 Beaufort
2551. Bell, H. C. 1930 Gastonia
2725. Bell, L. R. 1936 Tarboro
3602. Belton, C. N. (Ga.) 1952 Mt. Airy
2458. Bender, W. M. K. 1928 Fayetteville
3361. Bennett, D. L. 1950 Albemarle
1638. Bennett, K. E. 1912 Bryson City
3552. Bennick, J. E. 1952 Asheboro
1891. Benson, E. S. 1916 Wilmington
3281. Benson, H. O. 1949 Graham
2128. Best, J. H. 1923 Greensboro
1719. Betts, J. A. 1913 Ahoskie
3924. Bias, W. C. (W.Va.) 1956 Wadesboro
2253. Biddy, O. D. 1925 Brevard
1450. Biggs, J. W. 1909 Williamston
3004. Biggs, J. W. S. 1942 Greenville
1282. Biggs, W. H. 1905 Williamston
3248. Bigham, J. H. (S.C.) 1948 Charlotte
1640. Birmingham, J. S. 1912 Hamlet
3864. Bishop, E. L., Jr. (Miss.) 1955 Asheville
2958. Bishop, H. L. 1941 Asheville
3638. Bishop, H. T. (W.Va.) 1953 Wilmington
3782. Bissett, D. H. 1955 Kinston
2135. Bissette, P. B. (Va.) 1923 Wilson
3186. Bissette, P. B., Jr. 1947 Wilson
3614. Bius, J. H. (Ga.) 1953 Raleigh
2002. Bizzell, H. L. 1920 Charlotte
3187. Black, Eleanor Holden (Mrs. S. N.) 1947 Ormond Beach, Fla.
2454. Black, F. L. 1928 Charlotte
2408. Black, O. R. (Ariz.) 1927 Bessemer City
3822. Black, P. F. (Ga.) 1955 Kennesaw, Ga.
3009. Black, Samuel (Fla.) 1942 Hollywood, Fla.
3074. Black, S. N. 1945 Ormond Beach, Fla.
3783. Black, W. E. 1955 Burnsville
3277. Blackmore, N. J. (Ind.) 1949 Wilmington
2340. Blades, M. W. 1926 Apex
3546. Blalock, J. D. (S.C.) 1952 Greenville
2132. Bland, J. A. 1923 Charlotte
3647. Bland, J. F. 1953 High Point
4020. Bland, Miriam (col.) 1957 Sanford
2337. Blanton, C. D. 1926 Kings Mountain
3648. Blanton, C. D., Jr. 1953 Kings Mountain
3830. Blanton, R. P. (S.C.) 1955 Knoxville, Tenn.
2977. Blower, Anna Burks (Mrs. E. R.) 1941 Akron, Ohio
2324. Blue, D. A. 1926 Carthage
1980. Bobbitt, A. B. 1919 Winston-Salem
2671. Bobbitt, H. F. 1934 Glen Alpine
3118. Boger, R. A. (Ga.) 1946 New Bern
2409. Bolinger, C. E. (Ga.) 1927 Asheville
4105. Bolton, J. C., III, 1958 Woodland
2575. Bolton, R. B. 1931 Rich Square
1721. Bonner, Brem 1913 Sarasota, Fla.
3784. Booker, Elsie (Mrs.) 1955 Chapel Hill
1231. Boone, D. L. 1905 Durham
3042. Boone, W. T. 1944 Ahoskie
2708. Booth, G. D., (S. C.) 1936 Durham
3014. Borders, M. L., Jr. 1943 Chadbourn
3649. Bostian, T. R. 1953 Kannapolis
3423. Boulware, R. H. (S.C.) 1951 Charlotte
3331. Bowers, J. C. 1950 Lincolnton
2828. Bowman, C. E. 1938 Conover
1843. Boyce, J. B., Jr. 1915 Warrenton
2845. Boyd, S. B. 1939 Mt. Olive
3450. Boyd, W. T. (Wyo.) 1951 Winston-Salem
3547. Boyer, W. D. (D.C.) 1952 White Stone, Va.
3362. Boyles, J. H. 1950 Atlanta, Ga.
3735. Bradley, W. V. Jr., 1954 Kannapolis

2384. Bradshaw, E. L. 1927 Kinston
3843. Bradshaw, E. L., Jr. 1955 Kinston
4016. Bradsher, H. T. (Mo.) 1957 Winston-Salem
1619. Brady, C. A. 1911 Hickory
3698. Braman, William Collins (La.) 1954 Asheville
2650. Brame, M. M. 1933 High Point
2772. Brame, P. A. 1937 N. Wilkesboro
2959. Brame, R. M., Jr., 1941 N. Wilkesboro
3544. Brandon, L. R. (S.C.) 1952 Hildebran
933. Brantley, J. C. 1899 Raleigh
2534. Brantley, J. C., Jr. 1930 Raleigh
1786. Brantley, P. C. 1914 Wendell
3259. Brantley, W. C. 1949 Winston-Salem
3271. Brauer, Evelyn S. (Mrs.) 1949 Jersey City, N. J.
3701. Brecht, Dorothy V. (Minn.) 1954 Minneapolis, Minn.
3069. Brecht, E. A., Jr. 1944 Chapel Hill
1393. Bretsch, Albert 1908 Southern Pines
3028. Brewer, Marsha Hood 1943 Pink Hill
1781. Brewer, S. O. 1914 Durham
3031. Brewer, S. O., Jr., 1943 Durham
3928. Brickle, R. M. (S.C.) 1956 Charlotte
3773. Bridges, A. R. (Ga.) 1954 Rutherfordton
3225. Brinkley, C. S. 1948 Kernersville
2636. Brison, J. E. (S.C.) 1933 Gastonia
2021. Brison, S. P. (S.C.) 1920 Belmont
3488. Brisson, Edward (S.C.) 1951. St. Pauls
3427. Brisson, L. C. 1951 Fayetteville
2113. Bristow, E. B. 1922 Rockingham
3135. Britt, G. H. 1947 Raleigh
3203. Britt, L. E. 1947 Miami, Fla.
3650. Britt, R. T. 1953 Raleigh
3276. Britt, W. O., Jr. (Ga.) 1949 Ahoskie
2461. Brodie, T. L. 1928 Fayetteville
3553. Brooks, B. C., 1952 Fayetteville
2063. Brooks, F. G., 1921 Siler City
3785. Brooks, F. G., Jr., 1955 Siler City
3124. Brooks, H. R. 1946 Goldston
3363. Brookshire, J. E. 1950 Winston-Salem
2208. Brookshire, L. P. 1924 Asheville
3015. Brookshire, L. B. 1943 Asheville
3428. Brothers, A. E. 1951 Elizabeth City
2574. Brown, B. C. 1931 Wilmington
3089. Brown, C. G. (Ga.) 1944 Roanoke, Ala.
3554. Brown, E. T. 1952 Chapel Hill
3190. Brown, Ellen M. (Mrs. Wm. C.) 1947 Greensboro
4106. Brown, H. P. 1958 Winston-Salem
3157. Brown, J. H. (Ga.) 1946 China Grove
3019. Brown, Mary G. (Mrs. J. W.) 1943 Martinsville, Va.
3982. Brown, M. L. (Colo.) 1957 Fletcher
4042. Brown, S. G., Jr. (S.C.) 1957 Rockingham
3226. Brown, W. C. 1948 Greensboro
2913. Browning, A. C. 1940 Greensboro
1394. Browning, B. H. 1908 Littleton
2501. Browning, D. B. 1929 Kinston
1590. Browning, H. R. 1911 Elizabeth City
3643. Bruce, E. W. (S.C.) 1953 Charlotte
2853. Bruce, T. M. 1939 Hot Springs
4063. Brummitt, R. E. 1958 Warrenton
2316. Bryan, R. B. 1926 Belmont
1200. Bryan, W. D. 1904 Tarboro
3498. Bryant, Alvin 1951 Durham
2645. Buchanan, E. W. 1933 Greensboro
2808. Buchanan, E. C. 1938 Kinston
2352. Buchanan, G. G. 1926 Greensboro
2676. Buchanan, R. A. 1934 Greensboro
3642. Buckner, J. J. (S.C.) 1953 Blacksburg, S. C.
4051. Buckner, W. B. (S.C.) 1957 Charlotte
1284. Buhmann, Walter 1905 Asheville
2779. Bullard, R. E. 1937 Fayetteville
4064. Bumgardner, Shirley W. 1958 Blowing Rock
2651. Bunch, L. E. 1933 Wilmington
2745. Bunn, R. S. 1936 Elizabeth City
4054. Burch, E. U. (Ga.) 1958 Andrews
3898. Burgiss, Thomas 1956 Winston-Salem
2259. Burgiss, T. R. 1925 Sparta
2789. Burlage, H. M. (Wash.) 1937 Austin, Texas
1612. Burnett, B. J. (col.) 1911 Rocky Mount
1650. Burnett, J. P. 1912 Whitakers
3016. Burnett, J. P., Jr., 1943 Rocky Mount
2858. Burris, L. R. 1939 Valdese
3555. Burris, L. R., Jr. 1952 Valdese
3228. Burrus, B. M. 1948 Canton
2165. Burrus, S. B. (Ga.) 1923 Canton
3984. Burson, J. D. (Ala.) 1957 Reidsville
2544. Burt, M. S. 1930 Durham
1681. Burwell, W. A. 1912 Raleigh
3526. Busbee, J. A. (S.C.) 1951 Claremont
3520. Bush, W. E. (Ga.) 1951 Atlanta, Ga.
1872. Butler, A. B. 1916 Clinton

3008. Butler, Josephine E. (Mrs. G. B.) 1942 Gainesville, Fla.
4107. Butler, R. D. 1958 Lexington
2450. Bynum, C. W. 1928 New Bern
1097. Byrd, Clement 1903 Wilmington

C

2914. Cable, M. LeR. 1940 Asheville
2225. Cagle, C. V. (Ga.) 1924 Greensboro
2473. Cain, C. M. (S.C.) 1929 Henrietta
2050. Cain, L. D. 1921 Kannapolis
3282. Caldwell, E. G. 1949 Lumberton
2866. Caldwell, E. L. (col.) 1939 Martinsville, Va.
2292. Caldwell, P. L. (Ga.) 1925 Faison
3364. Callahan, Virginia L. (Mrs.) 1950 Asheville
3876. Callicutt, R. D. 1955 Thomasville
3989. Cameron, Marcus 1957 Greensboro
2637. Cameron, W. L. (S.C.) 1933 Vass
3651. Campbell, C. C. 1953 Maiden
2962. Campbell, E. G., Jr. 1941 Rocky Mount
2219. Campbell, F. E. 1924 Hamlet
1894. Campbell, H. T. 1916 Maiden
3260. Campbell, Lena Silver (Mrs.) 1949 Evanston, Ill.
1955. Campbell, R. B. 1917 Taylorsville
3652. Campbell, R. B., Jr., 1953 Taylorsville
3051. Canaday, M. S. 1944 Four Oaks
1706. Canaday, R. C. 1913 Four Oaks
1837. Canaday, W. H. 1915 Seymour, Texas
3125. Canipe, J. C., Jr. 1946 Charlotte
3246. Cannon, C. C. (S.C.) 1948 Durham
2823. Capps, E. U. 1938 Ahoskie
2502. Cardell, J. C. 1929 Lenoir
3592. Carmel, H. L. (Conn.) 1952 Fayetteville
3543. Carpenter, G. A. (S.C.) 1952 Oteen
4065. Carraway, E. L., Jr., 1958 Wilmington
3641. Carroll, G. L. (S.C.) 1953 Wilmington
2617. Carroll, W. W. 1932 Dunn
3499. Carson, Barbara B. (Mrs.) 1951 Greenville, S. C.
2331. Carswell, A. P. 1926 Durham
3017. Carswell, J. H. 1943 Chapel Hill
4108. Carter, D. K. 1958 Elizabethtown
3556. Carter, L. H. 1952 High Point
4109. Carter, L. H. 1958 Chapel Hill
3457. Carter, R. E., Jr., 1951 Wilmington
1232. Carter, Samuel 1905 Salisbury
1659. Carter, Stamey 1912 Salisbury
3844. Carter, W. A. 1955 Gastonia
3084. Caruthers, M. R. 1945 Raleigh
3871. Cash, J. E. (S.C.) 1955 Rutherfordton
3458. Cash, W. D. 1951 N. Y. C.
1787. Cassel, A. S. 1914 Raleigh
3142. Casteel, J. R. (W. Va.) 1946 Durham
3247. Cates, L. R. (S.C.) 1948 Blacksburg, S. C.
1839. Caton, E. J. 1915 Ferrum, Va.
2900. Caudill, Altajane H. (Mrs. J.) 1940 Elizabethtown, Tenn.
3164. Caudle, Virginia 1947 Winston-Salem
2831. Causey, J. H. 1938 Statesville
3283. Cavanaugh, S. MacD. 1949 Rose Hill
2326. Champion, H. C. 1926 Concord
2274. Champion, H. O. 1925 Waynesville
2555. Chandler, E. O. (Va.) 1930 Leaksville
3429. Chandler, J. W. 1951 Draper
4066. Chandler, Peggy B. (Mrs.) 1958 Kannapolis
2920. Chandley, A. B. 1940 Asheville
1348. Chapman, D. S. 1907 Durham
4110, Chapman, D. K. 1958 Winston-Salem
2744. Chapman, H. C. 1936 Durham
1775. Chappell, J. C. 1914 Raleigh
4021. Charles, F. R. 1957 Charlotte
4022. Charney, G. B. 1957 Brooklyn, N. Y.
3545. Cheatham, A. B. (Va.) 1952 Wilmington
1453. Cherry, J. L. 1909 Charlotte
1562. Cherry, W. C. 1910 High Point
4023. Cherson, Arnold 1957 Greensboro
2711. Civil, J. K. (S.C.) 1935 Charlotte
2683. Clapp, E. B. 1934 Newton
2668. Clark, C. B., Jr. 1934 Williamston
2978. Clark, G. E. 1941 Warsaw
2341. Clark, W. A. 1926 Hope Mills
3786. Clarkin, J. R., Jr. 1955 Hamlet
2392. Clayton, A. W., Jr. 1927 Durham
3229. Claytor, D. D. 1948 Greensboro
3557. Clelland, Alec W., Jr. 1952 Fayetteville
3921. Clelland, Susan (Mrs.) (S.C.) 1956 Fayetteville
2205. Cline, C. E. 1924 Metaire, La.
1999. Cline, F. H. 1920 Charlotte
3459. Clodfelter, W. A., Jr. 1951 Asheboro
2976. Cloer, P. L. 1941 Lenoir
3492. Cloer, R. A. (Ga.) 1951 Franklin
2042. Cobb, J. L. 1921 High Point

3353. Cobb, T. E. (Ala.)
1950 Birmingham, Ala.
3603. Coble, G. S. (S.C.) 1952 Stanley
2608. Coble, J. C. 1932 Greensboro
2747. Cochrane, A. L., Jr. 1936 Jackson
3500. Coffee, H. M. 1951 Asheboro
3558. Cogdell, H. P. 1952 Kenly
3787. Cohen, R. I. 1955 Kinston
3653. Cole, A. F., Jr. 1953 Roxboro
2226. Cole, T. R. (Ga.) 1924 Sanford
4040. Coleman, C. C. (col.) (Va.)
1957 Raleigh
3990. Coleman, R. A. 1957 Burlington
4024. Coley, W. N. 1957 Raeford
2886. Colina, G. D. (S.C.) 1940 Charlotte
3091. Collette, R. W. (S.C.)
1945 Mocksville
3085. Collier, H. B.
1945 St. Petersburg, Fla.
3366. Collier, W. T. 1950 Greenville, S. C.
3284. Collins, B. F., Jr. 1949 Greensboro
3288. Collins, Doris M. (Mrs.)
1949 Greensboro
3460. Collins, R. E. 1951 Charlotte
1484. Compton, J. W. 1909 Salisbury
4067. Comstock, S. E. 1958 Charlotte
2542. Connell, J. P. B. 1930 Henderson
1981. Cooke, D. B. (Tenn.) (col.)
1919 Weldon
2876. Cooke, H. M., Jr. 1939 Winston-Salem
4101. Cooke, Lucius (S.C.) 1958 Hickory
3788. Cooper, B. F., Jr. 1955
Corvallis, Oregon
1900. Copeland, R. R. 1916 Ahoskie
1667. Coppedge, J. B. 1912 Raleigh
4068. Copses, C. P. 1958 Charlotte
3107. Corbett, Muriel U. (Mrs.)
1945 Lake Charles, La.
2777. Cornwell, A. H. 1937 Lincolnton
2669. Cornwell, G. T. 1934 Morganton
3075. Corwith, F. H.
1945 Southampton, N. Y.
1431. Costner, B. P. 1908 Lincolnton
1320. Council, C. T. 1906 Durham
4069. Courts, B. C. 1958 Thomasville
4111. Courts, Ellyn G. (Mrs.)
1958 Thomasville
3140. Cowan, W. L. (S.C.)
1946 Forest City
1452. Cox, M. H. 1909 Asheville
2138. Cox, R. O. (Mich.)
1923 Winston-Salem
2925. Cox, Rupert 1940 Raleigh
2992. Cox, Ruth M. (Mrs.)
1942 Winston-Salem
3252. Craft, R. E. (S.C.)
1948 Gastonia
2825. Craig, L. B. 1938 Aberdeen
3640. Craig, W. D., Jr. (S.C.)
1953 Charlotte
2276. Craig, W. F. 1925 Charlotte
1684. Craven, C. H. 1912 Wilmington
2864. Crawford, H. D. 1939 Swannanoa
2822. Creech, J. L. 1938 Smithfield
2699. Creech, L. R. 1935 Oxford
3736. Creech, W. G. 1954 Selma
2623. Creech, W. H. 1932 Selma
3933. Creekmore, R. L. 1956 Delco
3834. Creticos, S. P. 1955 (S.C.)
Charleston, S. C.
3608. Crispens, W. E. (Md.) 1952
Greensboro
2752. Cromley, R. I. (Ga.) 1937 Raleigh
3169. Crowe, D. F. (Ga.) 1947 Oteen
2773. Crowell, C. M., Jr. 1937 Mooresville
2681. Crumpler, L. H. 1934 Raleigh
4070. Crumpler, W. A. 1958 Clinton
2001. Crutchfield, T. G. 1920 Greensboro
2862. Culbreth, G. McK.
1939 Southern Pines
1609. Culpepper, F. D. 1911 Louisburg
3702. Curtis, Abner Jones (Ohio)
1954 Hendersonville
2464. Curtis, J. R. 1928 Bessemer City
2342. Curtis, R. H. 1926 Rowland
3789. Curtis, T. E. 1955 Waynesville

D

3977. Dagold, D. J. (Md). 1956
Baltimore, Md.
3076. Dameron, H. G. 1945 Tabor City
2863. Daniel, A. G. 1939 Portsmouth, Va.
1692. Daniel, E. C. 1913 Zebulon
3654. Daniels, H. H. 1953 Kinston
3136. Dantzler, S. A. (S.C.)
1946 Waynesville
2830. Darden, R. J. 1938 Clinton
3274. Darling, A. J. (Idaho)
1949 Asheville
2099. Darlington, J. M. (Va.)
1922 Winston-Salem
4052. Darlington, R. G. (Ohio) 1958
Cherry Point
3033. David, J. P. 1943 Wilson
3367. Davis, A. L. 1950 Statesville
3092. Davis, Benard (Mo.)
1944 Winston-Salem

2888. Davis, C. E., Jr. (S.C.) 1939 Winston-Salem
2343. Davis, D. R. 1926 Williamston
4112. Davis, D. R., Jr. 1958 Williamston
1350. Davis, I. I. 1907 Concord
2334. Davis, J. G. 1926 Spindale
1740. Davis, J. W. 1914 Edenton
1731. Davis, K. W. 1913 Winston-Salem
2855. Davis, M. L. 1939 Elm City
3352. Davis, M. W. II (S.C.) 1950 Fair Bluff
2965. Davis, McDonald, Jr. 1941 Roseboro
3533. Davis, W. E. 1952 Reidsville
3934. Dawkins, W. A., Jr. 1956 Clinton
1485. Dawson, M. P. 1909 Rocky Mount
3559. Day, H. V. 1952 Spruce Pine
2521. Day, L. G. (S.C.) 1930 Spruce Pine
2498. Dayvault, F. W. 1929 Lenoir
2281. Deal, H. M. 1925 Lenoir
3690. Dean, F. S. (S.C.) 1953 Lumberton
3897. Dean, J. A. (Ga.) 1956 Asheboro
3832. Deaton, C. E. 1955 Liberty
3119. Dees, R. R. 1946 Burgaw
4128. DeLozier, T. M. (Tenn.) 1958 Maryville, Tenn.
3368. Dement, W. T. 1950 Oxford
2476. Dennis, C. M. (S.C.) 1928 Shelby
3790. Denson, M. D. 1955 Burlington
3176. Dente, M. A. (N. J.) 1947 Charlotte
2832. Dever, J. H. 1938 Greensboro
3877. Dever, R. J. 1955 Greensboro
3501. Dewar, R. L. 1951 La Grange
4043. Dickerson, R. M. (Ky.) 1957 Winston-Salem
3935. DiFazio, Constance J. (Mrs.) 1956 Chapel Hill
3845. DiFazio, C. A. 1955 Chapel Hill
2386. Dill, G. W., Jr. 1927 Morehead City
2923. Dillon, H. E. 1940 Elkin
3369. Dimmick, G. B., Jr. 1950 Derita
3143. Dingler, K. L. 1946 Statesville
1773. Dinwiddie, P. H. 1914 Marshall
3359. Dixon, W. R. (Ga.) 1950 Charlotte
2600. Dodd, C. N. (Va.) 1932 Raleigh
3560. Dollar, A. C., Jr. 1952 Winston-Salem
3655. Dollar, L. C. 1953 Apex
3676. Douglas, F. L. (col.) (La.) 1953 Winston-Salem
1218. Douglas, J. D. (col.) 1904 Henderson
3607. Dover, B. F. (Ga.) 1952 Memphis, Tenn.
3824. Dover, H. J. (Ala.) 1955 Asheville
3254. Dowdell, W. O. (Ala.) 1949 Charlotte
1911. Dowdy, D. A. 1917 High Point
3737. Dowdy, D. A., Jr. 1954 High Point
3431. Dowdy, J. H. 1951 High Point
3991. Doyle, L. B., Jr. 1957 Roanoke Rapids
2702. Dudley, W. G., Jr. 1935 Reidsville
2817. Duffy, H. B. 1938 New Bern
2964. Duguid, Helen W. 1941 Kinston
3561. Dukes, W. S. 1952 Greensboro
3878. Dunlap, H. H., Jr., 1955 Durham
3502. Dunlap, R. H. 1951 Winston-Salem
3978. Dunn, M. O. (Va.) 1956 Bristol, Va.
1961. Durham, C. T. 1917 Chapel Hill
4113 Dutton, G. R. 1958 Hickory
3738. Duvall, C. J. 1954 Brevard

E

2791. Eadie, E. B. (S.C.) 1938 Charlotte
2712. Easley, Willa V. (D.C.) (col.) 1935 Wilson
2975. Eatman, G. A. 1941 Wilson
3114. Eberly, M. D. (Ind.) 1946 Memphis, Tenn.
3093. Edmonds, G. H. (S.C.) 1944 Greensboro
2891. Edmunds, M. M. (Mo.) 1940 Greensboro
4071. Edmondson, E. W. 1958 High Point
2619. Edwards, C. R. 1932 Albemarle
3094. Edwards, G. B. (Ga.) 1944 Wake Forest
3491. Edwards, J. C. (Ala.) 1951 Wilmington
3286. Edwards, J. W. 1949 Winston-Salem
8267. Edwards, L. K., Jr. 1939 Stantonsburg
2081. Edwards, O. C. 1921 Neuse
2940. Edwards, S. McD. 1941 Ayden
1922. Edwards, S. McG. 1917 Ayden
3919. Eidam, B. H., Jr. 1956 (Ga.) Asheville
4126. Eidam, Carol J. P. (Mrs.) (Ga.) 1958 Asheville
1351. Elliott, A. G. 1907 Fuquay Springs
3077. Elliott, A. G., Jr. 1945 Fuquay Springs
2266. Ellis, W. D. 1925 Martinsville, Va.
3221. Ellison, J. M. (Fla.) 1948 Coral Gables, Fla.
3791. Elmore, O. A., Jr. 1955 Raleigh
2826. Elson, J. R., Jr. 1938 Enka
3936. Ennett, W. B. 1956 Swansboro

3070. Estes, J. C., Jr. 1944 Haw River
1457. Etheridge, S. B. 1909 Washington
2008. Etheridge, T. J., Jr. 1920 Bailey
837. Eubanks, C. L. 1896 Chapel Hill
1859. Eubanks, J. N. 1916 Greensboro
3699. Evans, A. W. (col.) (La.)
1954 Fayetteville
4114. Evans, D. M. 1958 Wilson
3937. Evans, F. H. 1956 Greensboro
3432. Evans, Flora Nell 1951 Durham
4014. Evans, H. E. (S.C.) 1957 High Point
2686. Evans, J. E. 1934 Marion
2170. Evans, W. B. (Ga.) 1923 Greensboro

F

3358. Faircloth, V. L. (S.C.)
1950 Charlotte
3588. Fairley, Allene (Mrs.) 1952 Dunn
3562. Fairley, R. B. 1952 Dunn
2687. Farmer, W. F. 1934 Warrenton
1908. Farrell, R. D. 1917 Greensboro
2328. Farrington, J. V. 1926 Greensboro
1459. Faulconer, R. C. 1909 Burlington
2171. Feagin, E. L., (Ala.)
1923 Hendersonville
3255. Feagin, E. L., Jr. (Ala.)
1949 Hendersonville
3521. Feagin, L. E. (Iowa)
1951 Hendersonville
3127. Fearing, M. K., Jr., 1946 Manteo
3678. Feeney, B. A., Jr. (Ga.)
1953 Salisbury
3370. Ferguson, C. McD., Jr.
1950 Siler City
2194. Ferguson, H. Q. 1924 Randleman
3705. Ferguson, J. F., Jr. 1954 Durham
2467. Ferguson, J. S. 1928 Fayetteville
3706. Ferguson, L. M. 1954 Taylorsville
3769. Ferguson, L. E. (Ky.)
1954 Winston-Salem
4094. Ferrin, V. W. (Ga.)
1958 Baltimore, Md.
1920. Fields, J. T., Jr., 1917 Laurinburg
3332. Fincher, E. M. 1950 Asheville
3287. Finger, Z. L. 1949 Morganton
1800. Finley. G. B. 1915 Marion
3707. Fisher, C. G. 1954 Lexington
3795. Fisher, Don (Mrs.)
1955 Thomasville
1946. Fisher, Lester 1917 Statesville
3938. Fisher, L. J. 1956 Statesville
3939. Fisher, Oveda 1956 Wilmington
3462. Fisher, P. L. 1951 Elkin
1861. Fitchett, C. E. 1916 Dunn
3679. Fitzgerald, F. B., Jr. (Ala.)
1953 Hickory
3261. Fleming, O. G. 1949 Smithfield
3201. Fleming, Velma (Va.)
1947 Portland, Ohio
3621. Fletcher, J. H. 1953 Marion
3452. Flinchum, A. H. (Mrs.) (S.C.)
1951 Greenwood, S. C.
3739. Floyd, C. M., Jr.
1954 Roanoke Rapids
3018. Flynn, H. L. 1943 Winston-Salem
3433. Forbus, B. M. 1951 Louisville, Ky.
2255. Fordham, C. C., Jr. 1925 Greensboro
1487. Fordham, C. McK. 1909 Greensboro
1683. Formyduval, Morrison 1912 Whiteville
2652. Forrest, B. B. 1933 Hillsboro
3333. Forrest, W. G. 1950 Gastonia
3896. Forrester, P. R. (S.C.) 1956 Albemarle
4050. Forsyth, A. R. (Ohio) 1957 Kannapolis
3637. Foss, E. L. (Maine) 1953 Bayside, Va.
2332. Foster, D. W. 1926 Asheville
1685. Foster, J. C. C. 1912 Tryon
3258. Fowler, Evelyn B. (Mrs.)
1949 Salisbury
3862. Fowler, J. D. (S.C.) 1955 Clarkton
3672. Fox, Carolyn T. (Mrs.)
1953 Winston-Salem
1322. Fox, C. M. 1906 Asheboro
3846. Fox, E. L. 1955 Brooklyn, N. Y.
2781. Fox, H. S. 1937 Winston-Salem
2843. Fox, J. H. 1939 Asheboro
2942. Fox, J. C., Jr., 1941 Chapel Hill
3036. Fox, Margaret (Mrs.)
1943 Chapel Hill
3150. Franklin,, R. E. (Miss.)
1946 Greensboro
3879. Freeman, J. H. 1955 Fayetteville
4072. Freeman, P. D. 1958 Burlington
3916. French, Donald (Ala.)
1956 Reidsville
3622. Friday, J. P. 1953 Gastonia
3644. Fritsche, T. R. (N. J.)
1953 Palmetto, Fla.
2536. Frontis, S. W. 1930 Greensboro
3792. Frostick, W. L. 1955 Maxton
3563. Fulbright, K. N.
1952 Greensboro
1434. Fullenwider, Phifer 1908 Raleigh
2979. Fuller, E. R. 1941 Salisbury
2086. Furr, F. L. 1921 Louisburg
3055. Fussell, T. E. 1944 Rose Hill
2928. Futrell, C. L. 1940 Raleigh

G

3463. Gabriel, J. C. 1951 Troutman
3611. Gaddy, C. B., Jr. (S.C.)
1952 Charlotte
3464. Gaddy, C. H. 1951 Clinton
2898. Gaddy, E. P. 1940 Greensboro
1488. Gaddy, H. M. 1909 Asheville
2943. Gaddy, Phil 1941 Marshville
3139. Gaddy, R. L., Jr. (Fla.)
1946 Tallahassee, Fla.
2770. Galloway, A. E. 1937 Charlotte
2319. Gamble, A. A. 1926 Rocky Mount
1810. Gamble, C. F. 1915 Monroe
2060. Gamble, J. P. 1921 Monroe
3416. Gammon, H. O. (Mo.) 1950 Reidsville
3414. Gardiner, P. L. (R.I.)
1950 Greensboro
3319. Gardner, J. T. 1949 Mooresville
2286. Gardner, Mattie S. (Mrs. W. K.)
1925 Charlotte
1403. Gardner, T. L. 1908 Reidsville
3334. Gardner, W. S. 1950 Burlington
1954. Garner, C. V. 1917 Warsaw
2465. Garren, F. O.
1928 Sullivan's Island, S. C.
2039. Garrett, Y. D., Jr. (col.)
1920 Durham
2093. Gary, J. R. 1922 Arlington, Va.
1877. Gaskins, W. F. 1916 New Bern
2022. Gatling, T. R. (S.C.) (col.)
1920 Reidsville
1886. Gattis, P. D. 1916 Raleigh
3740. Gaylord, J. T. 1954 Kinston
3760. Geis, V. L. (Ill.) 1954 Chicago, Ill.
3230. Gerlinger, J. J. 1948 Rocky Mount
3927. Gibson, J. H. (S.C.)
1956 Whiteville
4026. Gidney, C. E. (col.) 1957 Spindale
3371. Gilbert, L. E., Jr. 1950 New Bern
1124. Gilbert, Loamie 1903 Benson
2784. Gilbert, L. M., Jr. 1937 Maxton
2069. Gilbert, W. B. (Ga.) 1921 Raleigh
3793. Gillespie, C. B., Jr. 1955 Raleigh
3465. Gilliam, A. B., Jr. 1951 Reidsville
2257. Gilliam, W. A. 1925 Winston-Salem
2557. Gillikin, C. E. (S.C.) 1931 Kenly
3682. Gilmore, Lamar Miller (S.C.)
1953 Concord
3922. Gleissner, Amata (Mrs.) (S.C.)
1956 Gaffney, S. C.
2588. Glenn, E. F. 1931 Beaufort
2270. Glenn, J. S. 1925 Mount Olive
2701. Glenn, R. A. 1935 Burnsville
3868. Godfrey, J. K. (Ga.) 1955 Murphy
2624. Godwin, C. F. 1932 Pine Level
2119. Goode, B. S. 1923 Statesville
2294. Gooden, D. T. (Va.)
1926 Grottoes, Va.
1709. Goodrum, C. S. 1913 Davidson
2899. Goodwin, M. N. 1940 Beaufort, S. C.
3884. Gordon, Freda H. (Mrs.) 1955
Norfolk, Va.
2629. Gordon, T. W. 1932 Thomasville
3708. Gowan, S. W. 1954 Wallace
3623. Graham, C. C. 1953 Greensboro
3693. Graham, G. R. (S.C.)
1953 Charlotte
3992. Graham, H. N. 1957 Albemarle
1916. Graham, J. C. 1917 Red Springs
3262. Graham, L. I. 1949 Wallace
3880. Graham, W. W. 1955 Peachland
3656. Grandy, J. I. 1953 Charlotte
3893. Granger, J. C. (S.C.)
1955 Greensboro
3466. Grantham, J. G. 1951 Charlotte
1565. Grantham, L. I. 1910 St. Pauls
2771. Grantham, R. B. 1937 Red Springs
3972. Gray, J. W., Jr. (Texas)
1956 Thomasville
924. Green, C. F. 1899 Wimington
2944. Greene, H. W. 1941 Wilmington
3534. Greene, J. P. 1952 Boone
4027. Greene, J. S. 1957 Morganton
3165. Greenspan, Joseph 1947 Charlotte
2217. Greenwood, A. M. 1924 High Point
3467. Greeson, H. C. 1951 Sanford
3096. Gregory, W. S. (S.C.) 1944 Shelby
3564. Gresham, J. W. 1952 Wilson
3895. Gretz, Margaret (Mass.)
1955 Hendersonville
2736. Greyer, Mary Alice B. (Mrs.)
1936 Bryson City
3231. Griffin, E. W., Jr.
1948 Kings Mountain
2295. Griffin, Octavus (Va.)
1926 Roanoke Rapids
3289. Griffin, S. D., Jr. 1949 Burlington
3170. Griffin, W. A. (Ala.)
1947 New Smyrna, Fla.
3565. Griffin, W. C. 1952 Raleigh
3848. Griffin, W. Crane
1955 Roanoke Rapids
2508. Griffin, W. R. 1929 Old Fort
1374. Griffith, Wiltshire
1907 Hendersonville

3741. Griffith, Wiltshire, Jr.
1954 Hendersonville
1829. Grimes, G. D. 1915 Robersonville
3542. Gross, N. R. (S.C.) 1952 Whiteville
2055. Guion, C. L. 1921 Aberdeen
1860. Guion, C. D. 1916 Cornelius
2056. Guion, H. N. 1921 Marshville
1856. Gurley, W. B. 1916 Windsor
2829. Guthrie, C. H. 1938 Beaufort

H

3794. Hackney, E. W. 1955 Lumberton
3993. Hackney, Sara (Mrs.) 1957 Lumberton
3104. Hahl, Marguerite W. (Mrs. J. W.)
1945 Raleigh
2273. Hair, R. C. 1925 Pineville
1939. Hairston, R. S. (col.)
1917 Winston-Salem
3050. Haith, J. W., Jr. (col.)
1944 Burlington
2460. Hall, I. B., Jr. (col.)
1928 Winston-Salem
2381. Hall, J. M., Jr. 1927 Wilmington
2265. Hall, J. P. 1925 Oxford
3290. Hall, R. B. 1949 Mocksville
2282. Hall, S. B. 1925 Mocksville
2189. Hall, S. C. 1924 Oxford
2844. Halsey, W. B. 1939 Sparta
2684. Ham, F. B. 1934 Orlando, Fla.
3020. Ham, R. G. 1943 Burgaw
2146. Ham, T. J., Jr. (Va.)
1922 Yanceyville
3197. Hamer, M. S.
1947 Hughesville, Md.
3917. Hamilton, S. W. (Ga.)
1956 Brunswick, Ga.
1307. Hamlet, Reginald 1906 Raleigh
2147. Hamlin, J. T. (W.Va.) (col.)
1922 Raleigh
2945. Hamlin, V. C., Jr. (col.) 1941 Raleigh
2792. Hammond, H. A. (S.C.)
1937 Charlotte
3232. Handy, K. E. 1948 Raleigh
3609. Hankey, L. C. (Pa.) 1952 Asheville
2850. Hardee, A. K., Jr. 1939 Charlotte
2388. Hardee, W. E. 1927 Charlotte
3129. Hardy, R. W. 1946 Concord
3899. Hargett, C. B. 1956 Greenville
3709. Harmon, J. F., Jr. 1954 Lexington
3495. Harper, J. E. (S.C.)
1951 Concord
2456. Harper, W. L. 1928 Hendersonville
4115. Harrell, O. C. 1958 Winston-Salem
3731. Harrelson, W. H. (S.C.)
1954 Tabor City
4028. Harrington, G. K. 1957 Sanford
3710. Harris, G. W. 1954 Chapel Hill
3940. Harris, J. F. 1956 (col.)
Washington, D. C.
2209. Harris, J. C. 1924 Durham
3566. Harris, J. C., Jr. 1952 Durham
3263. Harris, L. C. 1949 Blowing Rock
3634. Harris, R. O. (S.C.) 1953 Charlotte
2616. Harris, W. B. 1932 High Point
3123. Harrison, J. W. 1946 Asheville
3567. Harrison, J. R. 1952 Troy
2321. Harrison, L. S. 1926 Greenville
3264. Harrison, R. F. 1949 Broadway
1462. Harrison, T. N., Jr. 1909 Greenville
2682. Hartis, G. C. 1934 Winston-Salem
3536. Harward, B. R. 1952 Raleigh
3657. Hatcher, J. E. 1953 Kenansville
2251. Haupt, Edward 1925 Newton
3568. Hauss, H. L. 1952 China Grove
3489. Hawkins, A. R., Jr. (N.D.)
1951 Jamestown, N. Dak.
3335. Hawkins, C. B. 1950 Bryson City
3624. Hawkins, C. I. 1953 Madison
3291. Hawkins, H. B. 1949 Statesville
3772. Hawkins, P. E. (Ga.) 1954 Charlotte
3265. Hawkins, Reeves 1949 Tucson, Ariz.
1865. Hayes, G. E. 1916 Hickory
1722. Haymore, J. B. 1913 Grifton
3336. Heath, R. E. 1950 Hickory
3941. Heath, R. V. 1956 Kinston
3617. Heaton, P. H., Jr. (S.C.)
1953 Wilmington
3078. Hege, G. D. 1945 Whiteville
3827. Hemby, S. E., Jr. (Ga.) 1955 Charlotte
3292. Hemingway, C. E. 1949 Charlotte
3664. Hemingway, Mary F. (Mrs.)
1953 Charlotte
1949. Henderlite, J. W., M.D.
1917 St. Louis, Mo.
1437. Henderson, A. J. (col.)
1908 Fayetteville
2376. Henderson, G. E. 1927 Alexandria, Va.
1718. Henderson, J. L. 1913 Salisbury
2756. Hendrick, A. B. (S.C.)
1937 Kannapolis
2877. Hendrix, J. O'N, 1939 Canton
3032. Henley, J. T. 1943 Hope Mills
2841. Henriksen, H. E. (S.C.)
1939 Wilmington
3829. Henry, W. W. (Pa.)
1955 Allentown, Pa.

2929. Herndon, H. H. (Ga.)
1940 Winston-Salem
3796. Herrin, J. C. 1955 Albemarle
3797. Herring, E. N. 1955 Raleigh
1944. Herring, N. B. 1917 Wilson
1375. Herring, R. R. 1907 Oxford
3058. Herring, R. McP. 1944 Clinton
3569. Herring, W. I. 1952 Lumberton
2715. Hertzog, C. W. (S.C.)
1935 Richmond, Va.
3985. Hickman, J. H. (S.C.)
1957 Asheville
2643. Hickmon, W. L. 1933 Wilmington
2677. Hicks, A. M. 1934 Pikeville
1493. Hicks, C. G. 1909 Wendell
3337. Hicks, Jean Snyder (Mrs.)
1950 Charlotte
1007. Hicks, J. E. F. 1901 Goldsboro
3881. Higdon, M. L. 1955 Forest City
2595. High, P. J. (S.C.) 1932 Lincolnton
2509. Hill, G. L. (col.) 1929 New Bern
3882. Hill, J. A. 1955 Charlotte
3883. Hines, R. M. 1955 San Antonio, Texas
3711. Hix, D. T. 1954 Burlington
2390. Hobbs, Alden 1927 Kinston
3747. Hobbs, Martha S. (Mrs.)
1954 Kinston
2012. Hocutt, D. D. 1920 Henderson
3105. Hoffman, E. N. (S.C.)
1945 Lumberton
1752. Hoffman, J. F., Jr.
1914 High Point
3601. Hoffman, W. C. (Va.)
1952 Guilford College
2122. Hogan, A. L. 1923 Kinston
2549. Hoggard, C. R.
1930 South Arlington, Va.
4129. Hogue, Elizabeth Ann (S.C.)
1958 Hickory
3685. Holland, J. S. (S.C.)
1953 Winston-Salem
3007. Holland, L. L. 1942 Hamlet
2019. Holland, R. F. (Ga.) 1919 Charlotte
3002. Holland, T. M. 1942 Mount Holly
1240. Holland, W. F. 1905 Mount Holly
2734. Hollowell, W. C. 1936 Greenville
3043. Hollowell, W. H., Jr. 1944 Edenton
3600. Holmes, J. M., Jr. (La.) (col.)
1952 Clinton
4049. Holmes, W. B., III. (Tenn.)
1957 Fayetteville
3171. Holt, Ernest (S.C.) 1947 Forest City
2695. Holt, F. A. 1935 North Wilkesboro
3266. Holt, Maryellen (Mrs.)
1949 Burlington
3840. Holt, R. L. (Miss.) 1955 Chapel Hill
3658. Holt, W. S. 1953 Burlington
2868. Honeycutt, G. W. 1939 Rockingham
1494. Hood, H. C. 1909 Smithfield
3918. Hood, India (Tenn.) 1956 Richlands
1595. Hood, J. C. 1911 Kinston
3293. Hood, J. C., Jr. 1949 Kinston
1712. Hood, P. C. 1913 Dunn
2283. Hood, T. R. 1925 Dunn
1101. Hood, W. D. 1903 Smithfield
1782. Hooper, F. L. 1914 Sylva
2930. Hooper, J. L., Jr. (Ga.)
1941 Hiawassee, Ga.
3188. Horne, H. R. 1947 Fayetteville
3338. Horner, Lucille Earl (Mrs.)
1950 Charlotte
1844. Horsley, H. T. 1915 Shelby
2085. Horton, J. P. 1921 N. Wilkesboro
3537. Horton, J. P., Jr. 1952 Wilkesboro
3570. Horton, W. D. 1952 N. Wilkesboro
3503. Horton, W. P. 1951 Wilson
2175. Hough, J. T. (S.C.) 1923 Charlotte
1522. House, Joseph 1910 Beaufort
3267. House, Joseph, Jr. 1949 Grifton
2705. Houser, W. H. 1935 Cherryville
3849. Howard, J. F. 1955 Wilmington
3339. Howard, W. McC.
1950 Winston-Salem
3372. Howe, A. G. 1950 Richmond, Va.
3268. Howell, Viola R. (Mrs.)
1949 Dobson
3061. Howell, W. L., Jr. (Ga.)
1943 Raeford
1408. Howerton, J. L. 1908 Greensboro
3778. Howle, W. W. (S.C.)
1954 Columbia, S. C.
3373. Hoyle, E. D. 1950 Cooleemee
1813. Hoyle, M. H. 1915 Cooleemee
4010. Hubbard, Anna (Mrs.) (Ky.)
1957 Greensboro
3209. Huber, H. G. (N. J.) 1947 Charlotte
3798. Hudson, G. W. 1955 New Bern
3468. Hudson, R. T. 1951 Charlotte
3314. Hunsucker, Evelyn Stutts
(Mrs. Keith) 1949 Gibson
3799. Hunter, Helen J.
1955 W. Palm Beach, Fla.
1546. Hunter, J. B. 1910 Charlotte
3850. Hunter, J. E., Jr.
1955 Columbia, S. C.
3006. Huntley, C. O. 1942 Lenoir

2696. Huntley, W. A. 1935 Lexington
1708. Hurst, H. F. 1913 Richmond, Va.
2633. Huss, K. W. 1933 Gastonia
1542. Hutchins, J. A. 1910 Winston-Salem

I

2878. Ingle, C. E. 1939 Weaverville
4073. Ingram, J. T. 1958 Roanoke Rapids
2009. Ingram, L. M. 1920 High Point
2980. Inman, G. G. 1941 Rockingham
2946. Irwin, D. A. 1941 Elkin
3021. Irwin, R. L. 1943 Elkin
4029. Isaac, D. W. 1957 Mebane
2446. Isler, J. H. (col.) 1928 Charlotte
1753. Isler, W. A. (col.) 1914 Kinston

J

2385. Jackson, J. C. 1927 Lumberton
2222. Jackson, Lenonidas 1924 Erwin
2559. Jackson, Osceola (Tenn.) (col.) 1930 Goldsboro
1463. James, A. A. 1909 Walnut Cove
3800. James, Cecil Irving 1955 Asheville
4030. James, Geraldine K. (Mrs. F. D.) 1957 Hazelwood
3374. James, S. A. (col.) 1950 Asheville
4091. James, W. A. (S.C.) 1958 Belmont
1545. Jarrett, L. M. 1910 Biltmore
3639. Jeffries, C. L. (Va.) 1953 Raleigh
4095. Jenkins, Jane Beyer (Pa.) 1958 Asheville
1244. Jenkins, J. V. 1905 Asheville
3434. Jenkins, P. R. 1951 Murfreesboro
2375. Jenkins, Sam 1927 Walstonburg
2596. Jenkins, W. I. (Va.) 1931 Biscoe
3885. Jenkins, W. I., Jr. 1955 Biscoe
3635. Jennings, R. N. (Ga.) 1953 Burlington
1756. Jernigan, R. W. 1914 Chapel Hill
2947. Johnson, A. R. 1941 Winston-Salem
2581. Johnson, C. L. 1931 (col.) Richmond, Va.
3375. Johnson, C. E. 1950 Greenville
2396. Johnson, G. P. 1927 Jacksonville
2223. Johnson, J. E., Jr. 1924 Lumberton
4012. Johnson, J. M. (col.) (D.C.) 1957 Raleigh
2716. Johnson, O. L. (Md.) 1935 Charlotte
3022. Johnson, R. H. 1943 Robbins
2232. Johnson, R. J. (S.C.) 1924 Asheville
3801. Johnson, S. B., Jr. 1955 Charlotte
2733. Johnson, T. B. 1936 Hickory
3034. Johnson, T. H. 1943 Raleigh
3407. Johnson, W. A. (Ala.) 1950 Mt. Airy
2200. Johnson, Wm. Lewis 1924 Raleigh
1518. Johnson, Wm. Luther 1910 Rockingham
3376. Johnson, W. P. 1950 Kinston
2006. Johnson, W. R. 1920 Raleigh
3659. Johnson, W. Roland 1953 Decatur, Ga.
2632. Johnson, W. S. 1933 Rocky Mount
2739. Johnson, W. W. 1936 Fuquay Springs
930. Johnston, A. S. 1899 Smithfield
3049. Johnston, C. A. 1944 Littleton
2151. Joiner, A. E. (Ga.) 1923 High Point
2034. Joiner, L. B. (S.C.) 1920 Salisbury
3435. Jolley, C. E. 1951 Lawndale
4074. Jones, Alpheus, Jr. 1958 Warrenton
3962. Jones, Betty Jane (S.C.) 1956 Lincolnton
3377. Jones, C. F., Jr. 1950 Oxford
3086. Jones, Constance D. (Mrs. O. M., Jr.) 1945 Miami Shores, Fla.
3660. Jones, D. E. 1953 Beaufort
2233. Jones, Dolan (Ga.) 1925 Monroe
3378. Jones, F. E., Jr. 1950 Norfolk, Va.
2851. Jones, G. H. 1939 Zebulon
4130. Jones, J. D. (S.C.) 1958 Chesterfield, S. C.
2152. Jones, J. L. (Ga.) 1922 Canton
3379. Jones, J. L., Jr. 1950 Canton
1693. Jones, J. H. 1913 Haw River
2757. Jones, M. L. (Tenn.) 1937 Asheville
3915. Jones, R. B. (Ga.) 1956 Ft. Myers, Fla.
3294. Jones, W. W. (col.) 1949 Norfolk, Va.
2041. Jordan, D. L. 1921 Garner
3295. Jordan, W. M., Jr., 1949 Marion
3296. Jordan, W. W. 1949 Raleigh
3942. Josey, C. W. 1956 Cherryville
3023. Jowdy, A. W., Jr. 1943 New Bern
3770. Joye, M. L. (S.C.) 1954 Salisbury
1766. Joyner, J. D. 1914 Gastonia
3684. Judy, E. P. (S.C.) 1953 Waynesville
3980. Julian, L. B. (Tenn.) 1956 Tryon

K

2576. Kale, R. G. 1931 Durham
3900. Kauffman, W. H. 1956 Asheville
3113. Kearns, T. N. (Ga.) 1946 Asheboro
3994. Keating, T. M. 1957 Canton
2809. Kee, H. J. 1938 Norfolk, Va.

2690. Keenum, R. F. (Tenn.)
1935 Hazelwood
3192. Keetsook, I. A. (Mrs.)
1947 Durham
1892. Keever, J. W., M.D. 1916 Hickory
3995. Keever, Z. T., Jr. 1957 Lincolnton
3839. Keith, R. M. (S.C.) 1955 Gastonia
2350. Kelly, G. C. 1926 Lillington
2967. Kelly, H. L. 1941 Durham
4057. Kemper, R. J. (Ohio)
1958 Winston-Salem
4031. Kendrick, M. C. 1957 Greensboro
3024. Kerr, B. D. 1943 Raleigh
2848. Kessler, M. M.
1939 Baltimore, Md.
3683. Keys, C. M., M.D. (Va.)
1953 West Jefferson
1356. Kibler, R. E. 1907 Morganton
3436. Kiger, R. W. 1951 Shelby
3890. Kight, H. O. (Ga.)
1955 Tarawa Terrace
3851. Kimball, Jacquelyn (Mrs.)
1955 Louisburg
3380. Kinard, E. R., Jr. 1950 Greensboro
2999. King, A. H. 1942 Durham
2399. King, B. F. 1927 Greensboro
1496. King, J. R. 1909 Durham
3996. King, V. H., III 1957 Missouri
3340. King, W. A. 1950 Mount Airy
2027. King, W. H. (S.C.) (col.)
1919 Greensboro
3166. Kingsbury, Mary H. (Mrs.)
1947 Union City, Tenn.
3997. Kirby, C. M., Jr. 1957 Goldsboro
3297. Kirkpatrick, T. M., Jr.
1949 Leaksville
3189. Kiser, A. G. 1947 Asheville
3298. Kiser, F. C. 1949 Asheville
3381. Kiser, J. C. 1950 Cramerton
2948. Kiser, R. A. 1941 China Grove
2758. Klein, B. F. (Pa.) 1936 Asheville
3802. Kluttz, J. A. 1955 Rutherfordton
1620. Knight, C. V. 1911 Havelock
3079. Knight, E. H. 1945 Black Mountain
3852. Knight, J. O. 1955 Rocky Mount
3299. Knight, J. E. 1949 Yadkinville
3571. Knight, R. A. 1952 Carthage
3714. Knott, Carolyn (Mrs.)
1954 Louisville, Ky.
3341. Knox, R. L. 1950 Charlotte
3223. Koonce, S. G. 1948 Chadbourn
2580. Koonts, A. A. 1931 High Point
4032. Kopp, R. S. 1957 Brooklyn, N. Y.
3000. Kornfield, Abraham
1942 Rocky Mount
3713. Kostic, T. F. 1954 Nashville, Tenn.
3891. Kouzel, Howard
1955 (Md.) Silver Spring, Md.
4055. Kramer, S. H. (Md.)
1958 Jacksonville
2931. Kraus, Emma Myrtle (Va.)
1940 Charlotte
2586. Kritzer, E. L. 1931 Albemarle
3538. Kubiak, Dolores A. (Mrs.)
1952 Donora, Pa.

L

2178. Lamar, W. L., Jr. (Ala.)
1923 Denton
4092. Lambeth, D. C. (S.C.)
1958 Morganton
2116. Lamm, L. M. 1923 Mount Airy
3505. Lamore, W. P. 1951 Oteen
3807. Lamos, Thalia A. (Mrs.)
1955 Charlotte
3409. Lane, R. L. (Ga.) 1950 Greensboro
3901. Langdon, F. H. 1956 Greensboro
2120. Langdon, R. E. 1923 Fayetteville
2746. Langdon, Roscoe 1936 Columbia, S. C.
3080. Langston, D. O'B. 1945 Franklinton
3572. Langston, M. B., Jr. 1952 New Bern
3300. Lanier, LeRoy 1949 Fayetteville
3902. Lanning, E. R., Jr. 1956 Lexington
2662. Lasley, C. G. (Penn.) 1934 Draper
3749. Latta, Patsy, (Mrs.) 1954 Durham
3730. Lawson, H. A. (S.D.)
1954 Weaverville
3200. Lawson, J. I., Jr. (Ga.)
1947 Ocala, Fla.
2049. Layton, C. C. 1921 High Point
2457. Lazarus, Joseph 1928 Sanford
1439. Lea, L. J. 1908 Laurinburg
2013. Lea, V. D. 1920 Durham
4075. Leatherwood, J. R. 1958 High Point
1942. Ledbetter, E. DeB. 1917 Lexington
2932. Ledford, J. E. (Ga.)
1940 McCaysville, Ga.
3973. Lee, R. E. (Ga.)
1956 Mount Dora, Fla.
2387. LeGette, J. S. 1927 Charlotte
3681. Leitch, H. K. (Mich.)
1953 Albemarle
2261. Le Mon, H. H. (col.) 1925 High Point
3382. Leonard, H. B., Jr. 1950 High Point
4076. Leonard, J. W. 1958 Gastonia
3762. Leonard, T. D. (S.C.)
1954 Charlotte

2481. Lever, T. H. (S.C.) 1928 Charlotte
2933. Lewis, B. B. (Ohio) 1941 Lincolnton
1671. Lewis, H. R. 1912 Asheville
3903. Lewis, R. L. 1956 Charlotte
2783. Lewis, W. C. 1937 Kannapolis
2949. Lewis, W. K. 1941 Mount Olive
2749. Libbus, T. A. 1936 New Bern
3661. Liles, R. H. 1953 Washington, D. C.
3220. Lindenschmidt, V. J. (Ind.) 1948 Wilmington
3912. Lindsay, Bobby Clay (Tenn.) 1956 Salisbury
2821. Link, F. P. 1938 Reidsville
2788. Linn, T. L. 1938 Landis
1467. Lisk, D. C. 1909 Charlotte
3213. Little, G. L. 1948 New Kensington, Pa.
2901. Lloyd, A. A. 1940 Hillsboro
2011. Lloyd, T. P. 1920 Louisburg
3803. Lloyd, W. L. 1955 Garner
3146. Lockhart, B. O. 1946 Morristown, Tenn.
3383. Lockwood, Mary Elizabeth 1950 Brunswick, Ga.
1468. Loftin, J. U. 1909 Albemarle
3328. Loftin, T. G. (Miss.) 1949 Albemarle
3764. Logan, H. M. (Ind.) 1954 Bellaire, Texas
4116. Lombard, W. O. 1958 Kannapolis
3384. London, L. W., Jr. 1950 Mooresville
3998. Lore, Sara 1957 Winston-Salem
2927. Lorek, L. A. 1940 Radford, Va.
3573. Loritts, T. D. (col.) 1952 Cleveland, Ohio
3323. Lott, A. B. (S.C.) 1949 Clyde
3804. Lovelace, W. M., Jr. 1955 Hudson
2706. Lovett, H. E. 1935 Liberty
3301. Lovette, J. F. 1949 Liberty
3999. Lowder, J. F. 1957 Winston-Salem
3385. Lowder, J. H. 1950 Marion
3779. Lowder, T. M., Jr. (S.C.) 1954 Greensboro
3212. Lowe, Bonnie H. (Mrs.) 1948 Archdale
3302. Lowe, J. D. 1949 Archdale
1976. Lowery, W. A. 1919 Alexandria, Va.
3825. Lowry, F. W. (S.C.) 1955 Statesville
1670. Lunn, F. H. 1912 Winston-Salem
1357. Lutz, H. C. 1907 Hickory
2852. Lynch, Ernestine, B. (Mrs. H. W.) 1939 Dunn
3437. Lynch, H. W. 1951 Dunn
2872. Lynch, W. F. 1939 Durham
2510. Lyon, J. F. 1929 Arlington, Va.
1666. Lyon, O. H. 1912 N. Wilkesboro
1379. Lyon, R. P. 1907 Wadesboro
2180. Lyon, W. B. (Va.) 1923 Greensboro

Mc

2997. McAdams, J. W. 1942 Burlington
2694. McAllister, H. C. 1935 Chapel Hill
3574. McAllister, L. B. 1952 Graham
2023. McBride, T. L. (Penn.) 1919 Marshville
2787. McBryde, R. V. 1937 Fayetteville
2741. McCarn, M. R. M. (Mrs.) 1936 Mount Pleasant
3420. McClincy, Stanley (Penn.) 1950 Halifax, Pa.
2704. McCollum, N. H., Jr. 1935 Leaksville
2628. McCombs, L. M. 1932 Creedmoor
4077. McCorkle, M. E. 1958 Burlington
3469. McCormac, D. A. 1951 Burlington
4117. McCormick, D. F. 1958 Southern Pines
3325. McCoy, J. K. (W.Va.) 1949 Durham
2996. McCrimmon, D. G. 1942 Pittsboro
2277. McCrummen, D. C. 1925 Aberdeen
4058. McDaniel, Eldon (S.C.) 1958 Charlotte
2540. McDaniel, P. L. 1930 Wilmington
1569. McDonald, A. H. 1910 Durham
3269. McDonald, J. C. 1949 Durham
4033. McDonald, Joanne (Mrs.) 1957 Hickory
4000. McDonald, W. R., III 1957 Hickory
2053. McDowell, N. O. 1921 Scotland Neck
3052. McDowell, N. O., Jr. 1944 Scotland Neck
1742. McDuffie, R. A. 1914 Greensboro
2902. McFalls, C. D. 1940 Madison
2859. McFalls, O. W. 1939 Greensboro
2903. McFalls, S. W. 1940 Greensboro
3422. McFarland, T. W. (S.C.) 1951 Derita
2960. McGee, J. C. 1941 Asheville
3470. McGee, J. C., Jr. 1951 Asheville
2995. McGowan, D. F. 1942 Chapel Hill
3904. McGugan, V. G. 1956 Mocksville
3386. McGuire, J. M. 1950 Oakland, Calif.
805. McKay, D. McN. 1895 Durham
1767. McKay, J. W. 1914 Asheville
1914. McKeel, C. B., Jr. 1917 Charlotte
3506. McKeithan, Herbert, Jr. 1951 Laurinburg

3279. McKenzie, C. B. (S.C.)
1949 Winston-Salem
3645. McKenzie, P. H. (S.C.)
1953 Jacksonville
3351. McKittrick, R. L. (S.C.)
1950 Marion
2993. McKnight, L. E., Jr. 1942 Coats
3106. McLean, A. L., Jr. 1945 Angier
2767. McLean, G. W. 1937 Clinton
1472. McLelland, J. H. 1909 Mooresville
1825. McMillan, B. F., Jr.
1915 Lumberton
3438. McNair, W. O. (col.) 1951 Greensboro
4131. McNeely, J. L. 1958 Burlington
2550. McNeill, A. D. 1930 Norwood
2904. McNeill, J. A. 1940 Whiteville
2679. McNeill, L. J. 1934 Norwood
3943. McQueen, Nancy W. (Mrs.)
1956 Clearwater, Fla.

M

1902. Mabry, C. S. 1917 Hamlet
1050. MacKesson, L. W. 1902 Statesville
3126. Mackie, Frances C. (Mrs.)
1946 Winston-Salem
1833. Macon, A. B. 1915 Mount Airy
3214. Malion, H. E. 1948 Fairmont
4034. Mancini, L. H. 1957 Fayetteville
2609. Maness, R. C. 1932 Greensboro
3775. Manfred, F. A. (Pa.)
1954 McDowell, Ky.
2469. Markham, G. W. 1928 Fayetteville
3859. Marple, K. E. (Ky.) 1955 Durham
4102. Marsh, J. W. (Ga.) 1958 Asheville
1330. Marsh, N. F. 1906 Asheboro
1994. Martin, A. N. 1920 Roanoke Rapids
1626. Martin, B. M. 1912 Baltimore, Md.
3905. Martin, J. W. 1956 Macclesfield
3387. Martin, R. M. 1950 Ahoskie
1849. Martin, S. L., Jr. 1915 Leaksville
4078. Mast, W. H. 1958 Kenbridge, Va.
1687. Mathes, T. J. 1912 Durham
3234. Mathews, G. W., Jr. 1948 Asheville
2780. Matthews, J. I. 1937 Raleigh
3823. Matthews, O. A. (S.C.)
1955 Fayetteville
2729. Matthews, W. F., Jr. 1936 Raleigh
3575. Mauney, H. McC. 1952 Hayesville
2268. Mauney, W. McC. 1925 Murphy
3763. Maxwell, W. L. (Ga.)
1954 South Boston, Va.
1639. May, T. H. 1912 Wake Forest
3191. Mayberry, H. C. 1947 Winston-Salem
2971. Mayrand, L. P. 1941 Winston-Salem
4093. Mayson, W. L. (S.C.)
1958 Hendersonville
3697. Mazzolini, E. J. (Vt.)
1953 Yadkinville
3327. Means, M. R. (S.C.) 1949 Hickory
3944. Mebane, A. H. III 1956 Greensboro
2016. Mebane, W. M. 1920 Fayetteville
3424. Medlin, W. E. (S.C.) 1951 Gastonia
2213. Melvin, M. B. 1924 Raleigh
3945. Meroney, C. P. 1956 Rutherfordton
3321. Merrill, G. B., Jr. (Fla.)
1949 Lakeland, Fla.
3662. Merritt, M. E. 1953 Wilmington
3742. Meschke, Barbara (Mrs.)
1954 Wilmington, Del.
3626. Meschke, R. W. 1953 Wilmington, Del.
3411. Metts, H. M. (S.C.) 1950 Charlotte
4100. Middleton, W. G. (S.C.) 1958 Shelby
4118. Mikeal, Shirley May 1958 Salisbury
1963. Miles, M. C. 1917 Henderson
2970. Millaway, E. D. 1941 Burlington
2304. Miller, A. J. (Mich.)
1925 Hendersonville
3780. Miller, C. H. (Ohio)
1954 Fontana Village
4035. Miller, D. J. 1957 Raleigh
2919. Miller, P. W. 1940 Spencer
2717. Miller, R. E. (S.C.)
1935 Elizabeth City
3663. Miller, W. J. 1953 Valdese
1883. Millican, A. G. 1916 Wilmington
3805. Milliones, P. T. 1955 Charlotte
3981. Mills, F. W. (W.Va.) 1956 Greensboro
2062. Mills, J. C. 1921 Cliffside
3853. Mills, J. E. 1955 Cliffside
1815. Mills, J. A. 1915 Tabor City
3507. Mills, O. W. 1951 Leaksville
4079. Mills, R. C. 1958 Fairmont
2121. Milton, R. H. 1923 Salisbury
3576. Minnick, W. K. 1952 Bristol, Va.
2922. Minton, S. S., Jr. 1940 Candler
2693. Mitchell, C. E. (S.C.) 1934 Highlands
1707. Mitchell, H. G. 1913 Burlington
2738. Mitchell, J. D. 1936 Kannapolis
3388. Mitchell, T. W. 1950 Cary
3235. Mitchener, J. W. 1948 Concord
2775. Mitchener, J. A., Jr. 1937 Edenton
2748. Mitchener, Nancy P. (Mrs. J. A., Jr.)
1936 Edenton
3715. Mobley, B. K. 1954 Burlington
2897. Mock, C. H. (Tenn.) 1939 Boone
3696. Moir, A. L. (S.C.) 1953 Burlington

3081. Montesanti, Joseph, Jr. 1945 Southern Pines
2425. Mooneyham, O. J. (Ga.) 1928 Forest City
2426. Moore, A. L. (Ga.) 1927 Salisbury
2004. Moore, A. R. 1920 Morehead City
2994. Moore, B. McI. 1942 Eastport, N. Y.
3716. Moore, J. T. 1954 Norfolk, Va.
1588. Moore, J. P. 1911 Wilmington
3687. Moore, J. W. (Ga.) 1953 Asheville
3508. Moore, K. E. 1951 Kinston
3419. Moore, L. V. (Penn.) 1950 Oteen
2327. Moore, M. A. 1926 Tarboro
3471. Moore, M. A., Jr. 1951 Tarboro
2339. Moore, T. J. 1926 Wilson
3866. Moore, W. D. (Va.) 1955 Tarboro
3509. Moorefield, G. McD. 1951 Wadesboro
1747. Moose, G. K. 1914 Boone
2372. Moose, H. A. 1927 Mount Pleasant
2365. Moose, W. L. (Md.) 1926 Greensboro
3349. Moran, Ruth Estes (Mrs. J. H.) (Ala.) 1950 Pensacola, Fla.
3270. Morgan, G. D. 1949 Zebulon
1966. Morgan, J. T. 1918 Benson
2819. Morris, A. F. 1938 Randleman
4133. Morris, A. E., Jr. (S.C.) 1958 Faith
3439. Morris, E. M. 1951 Brevard
3493. Morris, H. V. (Ga.) 1951 Waynesville
4002. Morris, S. C. 1957 Dunn
3946. Morrison, B. P. 1956 Wilson
3771. Morse, L. D., Jr. (Ga.) 1954 Raleigh
3053. Morton, W. A. 1945 Wilmington
3389. Moseley, Marina P. C. 1950 Warrenton
3472. Moskowitz, Eugene 1951 Flushing, N. Y.
2648. Moss, F. M. 1933 Gastonia
3525. Mosteller, W. H. (S.C.) 1951 Albemarle
4001. Mueller, R. E. 1957 High Point
3577. Mullen, J. L. 1952 Chapel Hill
1733. Munday, C. C. 1913 Taylorsville
3743. Muratori, A. J. 1954 Charlotte
3099. Muratori, Francis 1945 Charlotte
1657. Murchison, E. E. 1912 Rocky Mount
1727. Murphrey, L. W. 1913 Rocky Mount
1606. Murphy, J. C. 1911 Charlotte
2548. Murr, G. F. 1930 Thomasville
3744. Murray, B. R. 1954 Raleigh
2730. Murrell, H. T. 1936 Albemarle
3236. Myers, L. M. 1948 Winston-Salem

N

2096. Nance, J. S. 1922 Charlotte
4036. Nance, J. S., Jr. 1957 Miami, Fla.
2672. Neal, C. L. 1934 Suffolk, Va.
3207. Neal, J. C. (Ga.) 1947 Rome, Ga.
4037. Neal, Margaret 1957 Richmond, Va.
3886. Needham, B. W. 1955 Mt. Airy
3923. Neeland, E. C., M.D. (Ala.) 1956 Wilson
3144. Neely, C. M. (col.) 1946 Winston-Salem
2785. Neil, J. W. 1937 Huntersville
2497. Nelson, J. B. 1929 Leaksville
2325. Nelson, S. G. 1926 Aulander
1913. Nelson, W. G. 1917 Atlanta, Ga.
3869. Nemargut, Joseph (Mich.) 1955 Wilmington
2380. Neville, Augustus, Jr. 1927 Spring Hope
3828. Nichols, Lois, W. (S.C.) 1955 Charlotte
2614. Nicholson, E. N. 1932 Murfreesboro
1516. Nicholson, M. A. 1910 Troy
4047. Niles, E. L. (Tenn.) 1957 Marshall
3833. Nixon, N. F., Jr. (S.C.) 1955 Cherry Grove, S. C.
2795. Noell, R. J. (Ga.) 1937 Asheville
2181. Norman, J. P. (Va.) 1924 Greensboro
3947. Norris, Barbara A. (Mrs.) 1956 Charlotte
3948. Norris, C. A. 1956 Charlotte
3342. Northcot, Jean L. (Mrs. W. W.) 1950 Winston-Salem
3473. Northcott, W. W. 1951 Winston-Salem
993. Nottingham, G. S. 1901 Norfolk, Va.

O

2950. Oakley, C. S. 1941 Mebane
2466. Oakley, C. H. 1928 Roxboro
4119. Oakley, J. R. 1958 Ahoskie
2802. Oates, C. C., Jr. 1938 Hendersonville
2879. O'Daniel, J. S. 1939 Hickory
4120. O'Daniel, J. S., Jr. 1958 Hickory
3925. O'Dell, B. B. (Ga.) 1956 Lenoir
3597. Odom, L. A. (S.C.) 1952 Wilmington
4046. O'Donnell, P. F. (Ind.) 1957 Southern Pines
2665. Oliver, E. W. (Ala.) 1933 Greensboro
3012. Oliver, G. G. (S.C.) 1943 Whiteville
2315. O'Neal W. P. 1926 Belhaven
1381. Overman, H. S. 1907 Elizabeth City
3343. Overton, D. S. 1950 Sanford

3154. Owen, F. R. (Ga.) 1935 Tryon
3766. Owenby, Paul, Jr. (Ga.)
1954 Hendersonville
3040. Owens, T. Q. 1943 Whiteville
3913. Oxendine, J. E. (S.C.)
1956 Charlotte

P

3303. Pace, T. A. 1949 Hendersonville
3806. Paderick, H. C. 1955 Kinston
3510. Padgett, H. F. 1951 Durham
2803. Page, C. E., Jr. 1938 Henderson
3636. Page, G. A. (Ala.) 1953 Hickory
2220. Palmer, A. W. 1924 Sanford
3612. Paoloni, C. U. (N. J.)
1952 Greensboro
3390. Pappas, S. A. 1950 Gastonia
3391. Paramore, R. A. 1950 Nashville
3120. Parker, J. G. (col.) 1946 Durham
3215. Parker, L. J. 1948 Memphis, Tenn.
2474. Parker, N. M. (col.)
1929 Fayetteville
1333. Parker, R. S. 1906 Murphy
2123. Parker, W. W., Jr. 1923 Henderson
2827. Parks, W. A. 1938 Salisbury
3440. Parrish, A. S. 1951 Newton Grove
2569. Parrish, L. F. 1931 Rocky Mount
3101. Parsons, R. H.
1945 Middleburg, N. Y.
3451. Patterson, J. L. (S.C.)
1951 Hickory
3808. Patton, J. B., Jr. 1955 Canton
3745. Patton, W. H. 1954 Marion
3167. Paull, Shirley (Mrs.)
1947 Montreal, Canada
3356. Payne, Jean W. (Mrs.) (Va.)
1950 Greensboro
1500. Peacock, M. A. 1909 Benson
3474. Pearson, Sarah P. (Mrs. J. K.)
1951 Apex
3131. Pecora, Ruth P. (Mrs. John)
1946 Buies Creek
2089. Pegram, Addie B. (Mrs. C. W.)
1922 Apex
3809. Penland, J. T. 1955 Lenoir
3490. Penn, W. C. (La.) (col.)
1951 Winston-Salem
4003. Perkins, L. P., Jr.
1957 South Boston, Va.
3665. Perrow, W. S. 1953 Lynchburg, Va.
1668. Perry, D. L. (col.) 1912 Fayetteville
3532. Perry, M. B. (Mrs.) 1952 Apex
3392. Perry, V. H. 1950 Franklin
2568. Perry, W. R. (col.) 1931 Burlington
1995. Petrea, F. S. 1920 Greensboro
4080. Phifer, F. O. 1958 Raleigh
2675. Phillips, J. E. 1934 Raleigh
2014. Phillips, M. B. 1920 Albemarle
2833. Phillips, O. J.
1938 Buenos Aires, Argentina
2329. Phillips, W. P. 1926 Morganton
3666. Piantadosi, Claude 1953 Chapel Hill
3029. Pickard, J. F. 1943 Greensboro
2951. Pickard, J. M. 1941 Durham
1998. Pierce, J. S. 1920 Rocky Mount
2349. Pigott, D. S. 1926 Morehead City
2905. Pike, J. M. 1940 Concord
2861. Pike, J. W., Jr. 1939 Concord
2880. Pilkington, E. L. 1939 Goldsboro
1180. Pinnix, J. M. 1904 Kernersville
2533. Pinnix, J. L. 1930 Kernersville
1382. Pinnix, W. M. 1907 New Bern
3725. Pistole, C. E. (Tenn.)
1954 Nashville, Tenn.
3810. Pittman, B. E. 1955 Salisbury
3304. Pittman, G. R. 1949 Burlington
3223. Pittman, J. H. (Tex.)
1948 Fayetteville
3305. Plemmons, Charlotte B. (Mrs.)
1949 Asheville
2906. Plemmons, D. A. 1940 Asheville
4004. Polk, J. W. 1957 Marshville
3911. Ponder, R. F. (S.C.)
1956 Mt. Holly
2204. Poole, L. B. 1924 Thomasville
1821. Porter, C. D. 1915 Concord
1660. Porter, Ernest 1912 Concord
3906. Porter, Ernest, Jr. 1956 Charlotte
3098. Porter, J. B. (Kansas)
1945 West Jefferson
3237. Powell, E. S. 1948 Oxford
1958. Powell, F. L. 1917 Philadelphia, Pa.
3974. Powell, G. H. (S.C.)
1956 Charleston, S. C.
3811. Powell, W. P. 1955 Mars Hill
3177. Prather, N. L. (Ga.)
1947 Blue Ridge, Ga.
2881. Pressly, C. P. 1939 Charlotte
4053. Pressman, A. E. (Conn.)
1958 Jacksonville
3746. Price, Billy L. 1954 Conover
3841. Price, H. C. (S.C.) 1955 Creedmoor
2804. Price, H. G. 1938 Raleigh
2007. Price, S. H. 1920 Mooresville
3578. Price, S. H., Jr. 1952 Mooresville
4081. Priest, Janice P. (Mrs.)
1958 Chapel Hill

2910. Proctor, W. V. 1940 Charlotte
4082. Proffitt, Bill 1958 Spruce Pine
3238. Propst, G. B. 1948 Morganton
2801. Provo, Jean Bush (Mrs.) 1938 Raleigh
3863. Pruett, I. J. (Ind.) 1955 Angier
3777. Pryce, R. V. (Pa.) 1954 Warren, Ohio
2697. Puckett, U. S. 1935 Stovall
3307. Puckett, W. M. 1949 Robbins
2111. Pugh, E. S. 1922 Windsor
3393. Pulliam, H. F. 1950 Winston-Salem
2732. Purcell, D. C. 1936 Salisbury
2915. Purcell, S. M., Jr. 1940 Salisbury

Q

3627. Quick, J. D., Jr. (col.) 1953 Winston-Salem
3861. Quinn, A. O. (Tenn.) 1955 Oak Ridge, Tenn.

R

3394. Rabil, E. J. 1950 Winston-Salem
3873. Rabinowitz, Norman (Va.) 1955 Greensboro
3193. Rachide, A. P. 1947 Jacksonville
3874. Ramos, J. D. (D.C.) 1955 South Dartmouth, Mass.
3395. Rancke, J. M. 1950 Lumberton
2907. Rand, T. R., Jr. 1940 Raleigh
3579. Randall, W. H., Jr. 1952 Lillington
4011. Rankin, R. A. (Miss.) 1957 Sylva
2873. Rankin, W. B. 1939 Washington, D. C.
3216. Ranzenhofer, J. A. 1948 Greensboro
3831. Raper, D. J. 1955 Rocky Mount
2589. Ratley, W. A. 1931 Goldsboro
4121. Rauch, R. K. 1958 Chapel Hill
1884. Ray, E. L. 1916 Asheboro
2611. Ray, Frederick, Jr. 1932 Sanford
2269. Rayburn, H. L. 1925 Charlotte
2607. Reamer, I. T. (Md.) 1931 Durham
3580. Reaves, C. A. 1952 Asheboro
2724. Reaves, H. C. 1936 Asheboro
2535. Reaves, L. E., Jr. 1930 Fayetteville
3581. Reese, J. N. 1952 Kannapolis
2615. Register, M. O. 1932 Clinton
4103. Reynolds, E. R. (S.C.) 1958 Durham
3239. Rhem, J. F. 1948 Florence, S. C.
3949. Rhoades, J. D. 1956 Robbins
2612. Rhodes, C. R. 1932 Charlotte
2110. Rhyne, C. L. (Ga.) 1922 Charlotte
1503. Rhyne, W. F. 1909 Gastonia
3413. Rice, C. F. (col.) (D.C.) 1950 Charlotte
3530. Rice, H. C. (N.D.) 1952 Charlotte
2262. Rice, L. D. 1925 Maxton
3308. Rich, H. C. 1949 Garland
4083. Rich, R. E., Jr. 1958 Brevard
1972. Richardson, J. D. (col.) 1918 Charlotte
1389. Richardson, L. W. 1907 Goldsboro
4056. Richardson, Levan W. (Tenn.) (col.) 1958 Durham
2546. Richardson, O. K. 1930 Boone
3704. Richardson, V. H. (S.C.) 1954 Summerfield
2584. Richardson, W. R. 1931 Boone
3680. Ricketts, Vera (Ind.) (col.) 1953 Durham
1680. Ridenhour, D. G. 1912 Mt. Gilead
3102. Riegel, M. S. 1945 Owego, N. Y.
3103. Riggsbee, E. Lloyd 1945 Chapel Hill
3628. Riggsbee, V. L., Jr. 1953 Charlotte
3396. Rigsbee, Elmer Lawson 1950 Belleville, Ill.
2882. Rigsbee, Elmer Linieth 1939 Durham
3350. Rimerman, H. B. (Pa.) 1950 Cape May, N. J.
2916. Rimmer, Helen Bell (Mrs. E. F.) 1940 Sanford
1301. Ring, C. A. 1905 High Point
2468. Ring, C. A., Jr. 1928 High Point
1182. Ring, L. B. 1904 Tarpon Springs, Fla.
4097. Rivers, J. B. (S.C.) 1958 Chesterfield, S. C.
1827. Rives, H. L. 1915 Bethel
2511. Roberson, Culas 1929 Spray
3475. Roberts, D. A. 1951 Fayetteville
4122. Roberts, S. B. 1958 Black Mountain
1517. Robertson, E. G. 1910 Va. Beach, Va.
3539. Robertson, W. N., Jr. 1952 Laurinburg
2674. Robinson, Carlton 1934 Morehead City
2740. Robinson, D. P. 1936 Oxford
3971. Robinson, D. B. (Ga.) 1956 Belmont
3137. Robinson, Harriet A. (S.C.) 1946 Lumberton
3950. Robinson, J. C., Jr. 1956 Roanoke Rapids
4045. Robinson, Margaret A. (Mrs.) (Ala.) 1957 Winston-Salem
2816. Robinson, T. R., Jr. 1938 Goldsboro
3582. Rodgers, O. J. 1952 Salisbury
3667. Rogers, H. N., Jr. 1953 Lumberton

3309. Rogers, R. P., Jr. 1949 Durham
1644. Rogers, R. P., Sr. 1912 Durham
2527. Rogers, W. LeR. (S.C.)
1929 Pembroke
3202. Rogers, W. P. (Tenn.)
1947 Asheville
2720. Rollins, E. W. (S.C.)
1935 Winston-Salem
3344. Roper, H. E.
1950 Sweetwater, Tenn.
3310. Rose, W. C. 1949 Goldsboro
3311. Rose, W. P. 1949 Greensboro
3345. Ross, R. McG. 1950 Bessemer City
3059. Rosser J. H. 1944 Charlotte
3965. Roughton, R. H. (Ga.)
1956 Charlotte
2700. Rouse, L. L. 1935 Fayetteville
2952. Royall, G. E., Jr. 1941 Elkin
2263. Roycroft, W. R. 1925 Shallotte
3855. Rubin, S. P. 1955 Havelock
1419. Rudisill, J. S. 1908 Forest City
3583. Russell, G. C. 1952 Greensboro
2874. Russell, J. M., Jr. 1939 Asheville
3240. Russell, J. T. 1948 Canton
2983. Russell, P. B. (Neb.)
1941 Monett, Missouri
3527. Russell, R. A. (Ga.)
1951 Winston-Salem
2924. Russell, T. W. 1940 Greensboro

S

3064. Salley, B.M., Jr. (S.C.)
1944 Charlotte
1554. Salley, W. M. 1910 Asheville
3397. Salley, W. M., Jr. 1950 Asheville
3812. Salter, R. L., Jr. 1955 Burlington
3511. Sampson, R. R. (col.) 1951 Clinton
1658. Sanders, A. J. 1912 Gastonia
3241. Sanders, C. H. 1948 Granite Quarry
3227. Sanders, Patsy B. (Mrs. Charl H.)
1948 Kannapolis
1852. Sanford, R. D. 1916 Lumberton
1421. Sappenfield, W. A. 1908 Statesville
3398. Sauls, Doris H. (Mrs.)
1950 Wilmington
3476. Sauls, H. B. 1951 Wilmington
4123. Saunders, W. K., Jr. 1958 Greensboro
2917. Savage, M. C. 1940 Roanoke Rapids
2308. Sawyer, R. B. (Colorado)
1925 Williston, S. C.
2528. Saxon, H. A. (Ga.)
1930 Manila, P. I.
3887. Scarboro, W. L. 1955 Raleigh
3951. Schaefer, B. D. 1956 Asheville
3399. Scharff, R. E. 1950 Clemmons
4006. Schlagel, A. P.. Jr. 1957 Durham
2991. Scoggin, H. P. 1942 Louisburg
1256. Scoggin, L. E. 1905 Louisburg
2572. Scoggin, L. E., Jr. 1931 Louisburg
4098. Scott, M. A., Jr. (S.C.)
1958 Asheville
3757. Scudder, B. H. (Tenn.)
1954 Jacksonville
3952. Seabock, R. L. 1956 Mebane
3242. Seaborn, R. H. 1948 Raleigh
3312. Secrest, V. V., Jr. 1949 Monroe
682. Sedberry, H. S. 1892 Rocky Mount
3860. Segars, J. H. (S.C.) 1955 Hickory
3686. Seibert, JoAnne (Ga.)
1953 Savannah, Ga.
2379. Selden, J. S. 1927 Weldon
2908. Senter, L. M. 1940 Carrboro
2889. Senter, P. L. 1921 Carrboro
3813. Setzer, E. S., Jr. 1955 Greensboro
3132. Sewell, Evelyn S. (Mrs. J. B., Jr.)
1946 Morehead City
2313. Sewell, G. L. 1926 Kinston
3872. Sharp, H. D. (S.C.) 1955 Cornelius
1929. Shaw, R. S. 1917 Enfield
3814. Shaw, W. B. 1955 Mt. Olive
2953. Sheffield, B. C., Jr. 1941 Warsaw
3184. Sheffield, W. J. 1947 Austin, Texas
3967. Shelton, W. D. (Ky.)
1956 Winston-Salem
3540. Shepherd, D. M. 1952 West Jefferson
3758. Shepherd, R C., Jr. 1954 Lexington
3478. Sherard, G. S. 1951 Burlington
2075. Sherard, J. F. (S.C.)
1920 Burlington
3953. Sherrill, F. L., Jr. 1956 Hickory
2721. Sherrod, W. I. (Tenn.)
1936 Dandridge, Tenn.
3400. Sherwood, N. W. 1950 Lenoir
1988. Shieder, G. A. (Ga.) 1918 Asheville
3030. Shields, C. L. 1943 Jacksonville
2666. Shigley, H. H. (Ohio) 1934 Asheville
1973. Shook, Eulon 1918 Hickory
3196. Shook, Eulon, Jr. 1947 Hickory
3401. Shore, V. A., Jr., 1950 Durham
3907. Shouse, W. D. 1956 Winston-Salem
3954. Shuford, G. W. 1956 Forest City
3616. Shultman, S. L., Jr. (S.C.)
1953 Asheville
3955. Sigmon, R. G., Jr. 1956 Conover
3759. Simmons, F. C., Jr. (S.C.)
1954 Charlotte

2989. Simmons F. J. 1942 Granite Falls
2585. Simmons, H. R. 1931 Jacksonville
3313. Simmons, Peggy C. (Mrs.) 1949 Lincolnton
3168. Simmons, W. A. 1947 Winston-Salem
2856. Simmons, W. C. 1939 Winston-Salem
1730. Simpson, J. F. 1913 Raleigh
3717. Simpson, N. J. 1954 Spindale
3199. Sinclair, F. A. 1947 Albemarle
1772. Singletary, F. B. 1914 Durham
2221. Sisk, C. J. 1924 Asheville
2742. Sisk, R. C. 1936 Asheville
3888. Sisk, W. T. 1955 Asheville
3976. Sistrunk, L. F., Jr. (S.C.) 1956 Charlotte
2391. Sitison, J. A. 1927 Mt. Airy
3718. Skakle, Sybil (Mrs.) 1954 Hatteras
2935. Skinner, F. LaF. (Va.) 1941 Spencer
4017. Slaughter, T. G. (S.C.) 1957 Charlotte
3153. Slayton, Mary T. 1946 Washington, D. C.
3111. Slesinger, Stanley (D.C.) 1945 Charlotte
2435. Sloan, R. R. (Va.) 1927 Rutherfordton
2875. Sloan, W. L. 1939 Chapel Hill
3956. Sloop, R. H. 1956 Winston-Salem
1878. Small, Bessie B. (Mrs.) (col.) 1923 Denton, Md.
4124. Smith, A. T. (col.) 1958 Sanford
2195. Smith, D. A. 1924 Charlotte
3727. Smith, E. A., Jr. (S.C.) 1954 Shallotte
3728. Smith, E. D. (Tenn.) 1954 Danville, Va.
2972. Smith E. H., Jr. 1941 Tarboro
4085. Smith, E. M. 1958 Chapel Hill
3615. Smith, G. C. (Ga.) 1953 Concord
3970. Smith, G. L. (S.C.) 1956 Charlotte
3148. Smith, G. W. (Neb.) 1946 Chapel Hill
2810. Smith, H. E. 1938 Thomasville
4125. Smith, J. E. 1958 Connelly Springs
3320. Smith, J. G. (Ga.) 1949 Stokesdale
2183. Smith, J. P. F. (S.C.) 1923 Gibson
3251. Smith, J. R. (S.C.) 1948 Rock Hill, S. C.
1634. Smith, Leon 1912 Kannapolis
2926. Smith, L. W. 1940 Kannapolis
3449. Smith, N. A. (S.C.) (col.) 1951 Gastonia
2768. Smith, O. W. 1937 Pilot Mt.
3668. Smith, R. W., Jr. 1953 Kinston
3856. Smith, R. H. L. 1955 Greensboro
3669. Smith, Robert G. 1953 Mocksville
3632. Smith, Roger A. (Va.) 1953 Raleigh
2403. Smith, T. E. 1927 Goldsboro
1259. Smith, T. L. 1905 Plymouth
2488. Smith, V. F. (Mo.) 1928 Pleasant Garden
3700. Smith, V. L. (Vt.) 1954 Bradenton, Fla.
2776. Smith, W. J. 1937 Chapel Hill
1678. Smith, W. O. 1912 Alexandria, Va.
3195. Snyder, S. E. 1947 Enka
2184. Snypes, C. L. (Ga.) 1923 Siler City
3914. Solomon, Melvin (S.C.) 1956 Charlotte
3272. Southern, J. C. 1949 High Point
3596. Sowell, L. A. (Ga.) 1952 Greenville
2603. Sparkman, D. D., Jr. (Va.) 1931 St. Pauls
3670. Sparks, Betty 1953 Charlotte
2336. Sparks, J. E. 1926 Elizabeth City
2961. Sparks, L. R., Jr. 1941 Durham
3479. Speight, E. C. 1951 Rocky Mount
3719. Speight, J. A. 1954 Rocky Mount
2641. Spencer, B. W., Jr. (S.C.) 1932 Durham
2346. Spoon, J. M. 1926 Belmont
2451. Spoon, K. B. 1928 Charlotte
3426. Sprinkle, J. B. (Ga.) 1951 King
2437. Stacy, L. B. (Ga.) 1928 Gastonia
3591. Stahl, G. M. (Va.) 1952 Durham
3138. Stalcup, H. R. (Ind.) 1946 Goldsboro
3957. Stalvey, J. C. 1956 Knightdale
3926. Stamey, D. D. (Ga.) 1956 Waynesville
2505. Stamps, J. N. 1929 High Point
1260. Stanback, T. M. 1905 Salisbury
3854. Stanford, Joyce E. (Mrs.) 1955 Durham
3418. Stang, David (Va.) 1950 Greensboro
3442. Stang, W. S. 1951 Greensboro
2678. Stanley, V. E. 1934 Charlotte
3748. Stanton, W. H. 1954 New Bern
3865. Steele, G. H., Jr. (Ohio) 1955 Greensboro
2565. Stein, Meyer (Penn.) 1930 Philadelphia, Pa.
3121. Stephens, Frank 1946 Triangle, Va.
1818. Stephens, J. L., M.D. (col.) 1915 Cleveland, Ohio
2921. Stevens, M. W. 1940 Broadway
1919. Stevenson, J. T. 1917 Elizabeth City
3826. Stewart, J. R. (Tenn.) 1955 Knoxville, Tenn.
3180. Stewart, J. S. 1947 Fremont
1153. Stewart, W. M. 1903 Charlotte

3480. Stich, W. C. 1951 Leesburg, Fla.
1557. Stimson, J. H. 1910 Statesville
4007. Stine, C. R. 1957 Charlotte
2506. Stone, B. F. 1929 Elizabethtown
2762. Stone, B. M. (Fla.)
1936 St. Petersburg, Fla.
2626. Stone, E. V. 1932 Charlotte
3889. Stone, H. C., Jr. 1955 Salisbury
3815. Stone, J. D. 1955 Pilot Mountain
3816.Stone, R. B. 1955 King
2094. Stone, W. L. 1922 Franklinton
3443. Stonestreet, D. H.
1951 Winston-Salem
1936. Stowe, C. D. 1917 Portsmouth, Va.
1558. Stowe, H. R. 1910 Charlotte
2613. Strickland, C. B. 1932 Fayetteville
3071. Stringfield, B. J. (Mrs.)
1944 N. Wilkesboro
2496. Stroud, Dortch 1929 Kinston
3694. Stroupe, L. S. (Dist. of Col.)
1953 Kings Mountain
3245. Strout, V. L. (Mass.) 1948 Ellerbe
2453. Sullivan, L. S. 1928 Durham
1926. Summey, P. B. 1917 Mt. Holly
3584. Summey, W. L. 1952 Dallas
4099. Sumner, E. D. (S.C.) 1958 Grifton
2869. Suominen, Maggie More (Mrs. W. N.)
1939 Lincoln University, Pa.
3688. Superstine, Edward (Mich.)
1953 Detroit, Mich.
3046. Sutphin, E. C. 1944 Galax, Va.
2698. Suttlemyre, C. P. 1935 Hickory
1785. Suttlemyre, P. J. 1914 Valdese
3908. Swan, W. J. 1956 Fontana Village
2224. Swaney, C. A. 1924 Winston-Salem
3512. Swearngan, C. L. 1951 Charlotte
3585. Swicegood, Shirley W. (Mrs.)
1952 El Paso, Texas
1592. Swindell, E. S. 1911 Durham
1388. Sykes, R. J. 1907 Greensboro

T

3817. Talbert, G. R. 1955 Salisbury
1312. Tart, D. W. 1906 Greensboro
3025. Tart, P. E. 1943 Kinston
2703. Tate, D. O. 1935 Kannapolis
2256. Tate, E. H. 1925 Lenoir
4044. Tate, J. McC. (D.C.)
1957 Elizabeth City
3818. Tate, W. S. 1955 Lexington
2455. Tatum, J. M. 1928 Asheville
3444. Tatum, Mary E.
1951 Winston-Salem
1423. Taylor, C. A. 1908 Jacksonville
1577. Taylor, D. G. 1910 Leaksville
2797. Taylor, H. R. (col.) (Tenn.)
1938 Tarboro
2786. Taylor, H. T. 1937 Goldsboro
3402. Taylor, J. G. 1950 Conway
2398. Taylor, L. B. 1927 Conway
4084. Taylor, Mary Sue (Mrs.) 1958 Raleigh
3183. Taylor, Nancy Hunt (Mrs. Wm. F.)
1947 Washington
2737. Taylor, N. T. 1936 Raleigh
3218. Taylor, W. W. 1948 Chapel Hill
1627. Taylor, W. P. 1912 Roanoke Rapids
3047. Teague, J. R. 1944 High Point
3691. Teat, W. DeF. (Ga.)
1953 Sarasota, Fla.
2988. Tee, H. C., Jr. 1942 Wilson
2353. Templeton, G. S. 1926 Gastonia
2333. Tennant, W. D., Jr. 1926 Crossnore
3038. Terrell, J. A., Jr. 1943 Sanford
3724. Tex, Joseph (Pa.) 1954 Miami, Fla.
3173. Thayer, S. S. (Ohio)
1947 Orlando, Fla.
1701. Thomas, E. E. 1913 Roxboro
2839. Thomas, F. E. (Ala.) 1938 Charlotte
3541. Thomas, H. G. 1952 Wilson
3531. Thomas, J. S. (Ala.) 1952 Charlotte
2883. Thomas, J. I. 1939 Dunn
2577. Thomas, P. L. 1931 Roxboro
1604. Thomas, W. G. 1911 Varina
1087. Thompson, A. J. 1902 Badin
3909. Thompson, D. A. 1956 Salisbury
2811. Thompson, H. O. 1938 Chapel Hill
2258. Thompson, J. L. 1925 Reidsville
2242. Thompson, J. V. (S.C.)
1924 Wilmington
2190. Thompson, P. H. 1924 Fairmont
2987. Thompson, T. H. (col.)
1942 Burlington
4127. Thorne, J. P. (Va.)
1958 Roanoke Rapids
3130. Thorne, Lucy K. (Mrs.)
1946 Morehead City
3857. Thorne, S. T. 1955 Charlotte
2884. Thornton, G. P. 1939 Goldsboro
2986. Thornton, J. W., Jr. 1942 Dunn
3920. Thorpe, Suzanne (Mrs.) (Ohio)
1956 Durham
3112. Tilles, Irving, (N. J.)
1946 High Point
2159. Tilley, J. E. 1923 Jamestown
3133. Timberlake, C. V., Jr.
1946 Camp Lejeune

3721. Timberlake, H. W.
1954 Roanoke Rapids
3838. Tollison, R. B. (S.C.) 1955 Oakboro
2440. Tolson, J. G., Jr. (S.C.)
1927 Henderson
3605. Tomlinson, L. C. (Ga.)
1952 Fayetteville
1600. Toms, B. C. 1911 Salisbury
1990. Toms, E. R. (Ga.) 1919 Wilmington
986. Townsend, E. F. 1900 Red Springs
1520. Townsend, J. H. 1910 Red Springs
3256. Trantham, H. D. (D.C.)
1949 Asheville
1703. Trent, J. A. 1913 Winston-Salem
2160. Tripp, G. O. 1923 Wilmington
3958. Trosper, Edith 1956 Chapel Hill
1343. Trotter, J. R. 1906 Salisbury
3445. Tunstall, Christine 1951 Havelock
2847. Tunstall, J. P. 1939 Washington
1808. Turlington, J. E. 1915 Lumberton
3481. Turner, C. C., Jr. 1951 Scotland Neck
3587. Turner, C. F. 1952 Shelby
3671. Turner, G. W. 1953 Wilmington
3315. Turner, J. K., Jr. 1949 Weldon
2045. Turnmyre, A. P. 1921 Mt. Airy
4086. Tyler, J. L. 1958 Chapel Hill
2778. Tyson, J. W. 1937 Greensboro
2834. Tyson, W. B. 1938 Rocky Mount

U

4038. Umphlett, H. B., Jr.
1957 Hertford
2570. Umstead, O. L. 1931 Durham
2493. Underhill, J. A. (S.C.)
1928 High Point
3346. Underwood, D. D. 1950 Greensboro
2954. Underwood, H. P., Jr.
1941 Fayetteville
4087. Underwood, M. E. 1958 Wilmington
4008. Upchurch, J. E., Jr. 1957 Spring Hope
2667. Upchurch, M. T. 1934 Smithfield
2578. Usher, J. T. 1931 Greensboro
3403. Ussery, E. McD. 1950 Raleigh
3316. Uzzell, S. C. C. 1949 Black Mountain

V

3482. Van Valkenburgh, W. B.
1951 Asheville
2909. Varner, S. E., Jr. 1940 Brevard
3054. Viall, W. R., Jr. 1944 Pinehurst
1445. Vinson, E. L. 1908 Halifax
3483. Vinson, J. B. 1951 Raleigh

W

3722. Wagner, J. W. 1954 Charlotte
3750. Wagner, M. T., Jr. 1954 Durham
3523. Wakefield, Griffin (La.) (col.)
1951 Pickens, S. C.
3108. Waldrop, J. E. (Ga.) 1946 Lowell
2278. Walker, A. D. 1925 Wilmington
2010. Walker, H. W. 1922 Norlina
2504. Walker, H. L. 1929 Greensboro
2192. Wallace, A. C. 1924 Star
2441. Walters, J. E. (S.C.) 1928 Mt. Gilead
1895. Walton, R. C. 1916 Raleigh
2583. Ward, B. R. 1931 Goldsboro
1761. Ward, E. H. 1914 Tarboro
3160. Ward, J. L., Jr. (Ga.) 1946 Canton
2186. Ward, W. A. 1924 Swannanoa
3484. Ward, W. S. 1951 Swannanoa
2330. Warren, B. G. 1926 Rural Hall
3122. Warren, B. S., Jr. 1946 Greenville
3695. Warren, C. F., Jr. (Ga.)
1953 Statesville
1816. Warren, J. C. 1915 Benson
1923. Warren, L. A. 1917 Garland
2849. Warren, L. A., Jr. 1939 Dunn
1539. Waters, G. W., Jr. 1910 Lakeland, Fla.
2846. Waters, P. V. 1939 Mooresville
2243. Watkins, F. D. (S.C.) 1925 Belmont
2955. Watkins, J. C. 1941 Emporia, Va.
3039. Watkins, Rose Stacy (Mrs. J. C.)
1949 Emporia, Va.
4039. Watson, E. M. 1957 Sanford
2805. Watson, R. N. 1938 Sanford
2813. Way, J. A., Jr. 1938 Winston-Salem
3646. Weatherwax, F. G. (Ga.)
1953 Boonville
1110. Webb, C. I. 1903 Charlotte
1526. Webb, R. K. 1910 Charlotte
2621. Webb, T. P., Jr. 1932 Shelby
3485. Webster, C. D. 1951 Rowland
3726. Webster, P. E. (S.C.) 1954 Loris, S. C.
2936. Webster, W. B. (S.C.)
1941 Fairmont
3589. Welborn, J. H. 1952 Lexington
1089. Welborn, W. F. 1902 Lexington
3198. Welborn, W. F., Jr. 1947 Lexington
2541. Welch, W. D., Jr. 1930 Washington
3599. Wells, F. R. (Ohio)
1952 Pinehurst
3963. Wells, K. F. (Tenn.) 1956 Marion
2685. Wells, R. R. 1934 Shelby
2870. Wells, V. D., Jr.
1939 Columbus, Ohio
3751. Wells, W. P. 1954 Durham

3513. Welsh, O. H. 1951 Fayetteville
3755. West, J. R. (Ga.) 1954 Asheville
2800. West, June Bush (Mrs.) 1938 Raleigh
3514. West, W. A. 1951 Roseboro
2254. West, W. L. 1925 Roseboro
3959. Whaley, E. F. 1956 Elizabeth City
4088. Whaley, H. G. 1958 Graham
3515. Whaley, L.M. 1951 Wallace
3894. Whaley, Marian (Tenn.) 1955 Memphis, Tenn.
1510. Wharton, L. A. 1909 Gibsonville
3347. Wheeler, C. C., Jr. 1950 Chapel Hill
1979. Wheeler, C. R. 1919 Oxford
2670. Wheless, J. M., Jr. 1934 Farmville
2459. White, C. B. 1928 Henderson
2448. White, D. F. 1928 Mebane
2059. White, E. S. 1921 Greensboro
1574. White, G. S. 1910 Lexington
3858. White, Grey B. (Mrs. J. G.) 1955 Burlington
3752. White, J. G. 1954 Burlington
2402. White, J. J. 1927 Henderson
2054. White, J. S. 1921 Mebane
1741. White, Luther 1941 Wilmington
2532. White, R. L. (S.C.) 1929 Troy
1544. White, W. R. 1910 Warrenton
2211. Whitehead, C. R. 1924 Ramseur
3026. Whitehead, J. D., III 1943 Enfield
2806. Whiteley, I. C. 1938 Morganton
2673. Whiteley, R. S. 1934 Greensboro
2956. Whitford, B. H. 1941 Rocky Mount
2507. Whitford, C. P. 1929 Washington
2547. Whitley, H. E. 1930 Concord
1898. Whitley, J. R. 1916 Hendersonville
2885. Whitley, W. Y. 1939 Fremont
1888. Whitmire, W. P., Jr. 1916 Tucson, Ariz.
3082. Whitson, W. J. 1945 Phelps, N. Y.
3723. Wiggins, K. L. 1954 Goldsboro
1625. Wilkerson, I. O. 1911 High Point
1525. Wilkerson, J. L. 1910 Durham
4018. Wilkes, Ernestine B. (Mrs.) 1957 High Point
3056. Wilkins, Jessie L. (Mrs.) 1944 Durham
1573. Williams, A. H. A. 1910 Oxford
3405. Williams, B. A. 1950 Nashville
4089. Williams, C. S. 1958 Greensboro
3175. Williams, C. H. (Va.) 1947 Asheboro
3516. Williams, E. G. 1951 Gastonia
3629. Williams, G. L. 1953 Fayetteville
2084. Williams, J. C. 1921 Bessemer City
3134. Williams, Laurel L. 1946 Warwick, Va.
2077. Williams, L. L. (Ga.) 1920 Morven
2969. Williams, M. H. 1941 Lexington
1899. Williams, M. V. B. 1916 Winston-Salem
3152. Williams, Nina Fish (Mrs.) (Kan.) 1946 High Point
3776. Williams, V. F. (Miss.) 1954 Yanceyville
3517. Williams, W. A. 1951 Williamston
3182. Williamson, Fate B. (Mrs.) 1947 Albany, Ga.
2057. Williamson, J. W. 1921 Salisbury
3819. Williford, E. H., Jr. 1955 Kannapolis
3219. Williford, J. S. 1948 Pinetops
2088. Willis, Beatrice A. (Mrs.) 1922 Fayetteville
2112. Willis, R. M. 1922 Southport
2442. Williston, F. D. (Tenn.) (col.) 1927 Fayetteville
3969. Wilson, C. P. (Ga.) 1956 Decatur, Ga.
2158. Wilson, C. A. (Ga.) 1922 Monroe
1534. Wilson, Connie H. 1910 Hickory
2032. Wilson, E. C. (Va.) 1919 Burlington
3318. Wilson, H. W., Jr. 1949 Winston-Salem
4009. Wilson, J. H. 1957 Winston-Salem
3406. Wilson, R. C. 1950 Hendersonville
1511. Wilson, T. H. 1909 Gastonia
3486. Wilson, W. H. 1951 Raleigh
2017. Wimberly, R. E. (col.) 1920 Raleigh
3753. Wimberley, W. P. (col.) 1954 Raleigh
2957. Windecker, G. H. 1941 Bloomingdale, N. J.
3453. Winter, C. O. (S.C.) 1951 Jacksonville
1575. Wohlford, H.W. 1910 Charlotte
1822. Wolfe, B. H. 1915 Burlington
1265. Wolfe, J. C. 1905 Hickory
3820. Wolfe, R. P. 1955 Mt. Airy
1717. Wolfe, W. S. 1913 Mt. Airy
3975. Wolson, F. A. (Ga.) 1956 Raleigh
2203. Womble, D. J. 1924 Durham
2726. Womble, L. N., Jr. 1936 Plymouth
3821. Wood, John D. 1955 Greensboro
2857. Woodard, B. P. 1939 Princeton
1770. Woodard, E. V. 1914 Selma
3446. Woodard, J. B. 1951 Kannapolis
3756. Woodson, J. T., Jr. (Tenn.) 1954 Woodbury, Tenn.
2723. Woodward, G. B. (Tenn.) 1936 Franklin
3447. Woody, R. R. 1951 Burlington

1809. Woolard, E. W. 1915 Henderson
2351. Wooten, J. W. F. 1926 Fayetteville
3083. Wooten, Ruth Aycock (Mrs. C. C.) 1945 Raleigh
3754. Wright, J. C. 1954 Spartanburg, S. C.
4132. Wright, J. H. (Ala.) 1958 Asheville
3606. Wurthmann, B. A. (S.C.) 1952 Sullivan's Island, S. C.
2854. Wyatt, Blanche B. 1939 Wilson
2545. Wynn, W. McK. (col.) 1930 Greensboro

Y

1428. Yancey, L. A. (col.) 1908 Charlotte
3206. Yandell, C. R. (S.C.) 1947 Pineville
3487. Yandle, H. A. 1951 Chapel Hill
1512. Yates, C. L. 1909 Charlotte
2798. Yearwood, T. C. (Ill.) 1938 Nicholasville, Ky.
3410. Young, C. W., Jr. (S.C.) 1950 Elizabeth City
3348. Young, R. L., Jr. 1950 Winston-Salem
2799. Young, T. F. (Ark.) 1938 Leicester
3048. Youngblood, Frances Rimmer (Mrs. R. L.) 1944 West End

Z

4090. Zambito, Joseph 1958 Raleigh
3243. Zirkle, Mildred S. (Mrs.) 1948 Haddon Heights, N. J.
1576. Zuckerman, I. L. 1910 Greensboro

REGISTERED ASSISTANT PHARMACISTS

73. Adams, L. T. 1934 Winston-Salem
79. Badgett, E. W. 1935 Mt. Airy
30. Barnhardt, L. E. 1931 Charlotte
50. Bass, J. A. 1932 Wilson
41. Birkitt, S. P. 1931 Charlotte
20. Branch, B. C. 1928 Rocky Mount
28. Brooks, C. M. 1931 Monroe
48. Brown, H. S. 1932 Raleigh
106. Bryant, Nan 1938 Tarboro
23. Carrigan, J. F. 1930 Spencer
61. Chadwick, S. T. 1933 Morehead City
27. Griffin, T. W. 1930 Statesville
96. Gwynn, A. A. 1938 Greensboro
4. Heslep, F. W. 1923 Beaufort
72. Humphries, A. T. 1934 Charlotte
56. King, R. G. 1933 New Bern
7. McConnell, Ethel 1926 Newton
19. Maus, F. B. 1928 Greensboro
64. Moore, H. W. 1933 Lexington
74. Moose, H. F. 1934 Statesville
68. Munns, R. F. 1934 Whiteville
5. Musgrove, W. M. 1924 Catawba
88. O'Brien, C. C. 1936 Greensboro
53. Porter, J. N. 1933 Charlotte
26. Russell, L. D. 1930 Greensboro
77. Wade, C. E. 1935 Colerain

LIST OF PHYSICIANS HOLDING PERMITS TO CONDUCT DRUG STORES (LIVING IN TOWNS OF NOT MORE THAN 800 INHABITANTS TO WHOM PERMITS TO CONDUCT DRUG STORES HAVE BEEN GRANTED.)

203. Beard, Grover Cleveland
Atkinson, Pender County
139. Beasley, Edward Bruce
Fountain, Pitt County
204. Bonner, John Bryan
Aurora, Beaufort County
361. Cole, Walter Franklin
Bunn, Franklin County
178. Currie, Daniel Smith
Parkton, Robeson County
355. Eagles, C. S.
Saratoga, Wilson County
332. Fulp, James Francis
Stoneville, Rockingham County
138. Hinnant, Milford
Micro, Johnston County
387. Johnstone, Allan MacKenzie
Lake Waccamaw, Columbus County
162. Long, Fred Yount
Catawba, Catawba County
271. Parker, John Wesley, Jr.
Seaboard, Northampton County
384. Parks, John Edward, Jr.
Robbinsville, Graham County
389. Patterson, Thomas Henry
Colerain, Bertie County
360. Vassey, Thomas
Trenton, Jones County
375. Womble, Edwin Cornelius
Wagram, Scotland County

List of Drug Stores

(Revised August 1, 1958)

The number preceding the name of the drug store indicates the permit number of that store. Addresses for each store are listed where given. Person listed immediately following drug store was certified as pharmacist in charge (or permitted physician) on the application for the renewal of the permit. "*" denotes drug store operated under physician's permit.

ABERDEEN—Moore County

1. Bryan Drug Company, Inc.
120 W. Main Street (C. L. Guion)

1059. Craig Drug Co.
Sycamore St. (L. B. Craig)

2. McCrummen's Drug Store
South Street (D. C. McCrummen)

AHOSKIE—Hertford County

1310. Boone's Pharmacy
109 W. Main St. (W. T. Boone)

1474. Copeland Drug Co.
104 Main St. (E. U. Capps)

1512. Walker-Boone Drug Co., Inc.
117 East Main Street (W. O. Britt)

ALBEMARLE—Stanly County

1099. Albemarle Drug Co.
260 E. Main St. (C. R. Edwards)

970. The Drug Centré
121 N. First St. (D. L. Bennett)

1101. K and L Drug Store
316 Montgomery Ave. (T. G. Loftin)

6. Loftin's Drug Store
116 W. North St. (J. U. Loftin)

1152. Murrell's Pharmacy
167 N. Second Street (H. T. Murrell)

7. Phillips Drug Co.
111 N. Second Street (M. B. Phillips)

1384. Prescription Shop
125 E. North St. (H. K. Leitch)

8. Purcell Drug Co.
134 W. Main St. (E. L. Kritzer)

ANDREWS—Cherokee County

9. Davis Drug Co.
Second St. (E. U. Burch)

ANGIER—Harnett County

1327. McKnight's Drug Store
Main St. (A. L. McLean, Jr.)

841. Talton Drug Store
100 Depot Street (I. J. Pruett)

APEX—Wake County

1320. Apex Pharmacy
Box 128 (Margaret B. Perry)

821. Pegram's Pharmacy
Salem Street (Mrs. A. B. Pegram)

ARCHDALE—Randolph County

1163. Lowe's Pharmacy, Inc.
(John D. Lowe)

ASHEBORO—Randolph County

1522. Asheboro Drug Co., Inc.
132 Sunset Ave.
(C. H. Williams)

1174. Fox Professional Drug Co., Inc.
516 S. Fayetteville St. (J. H. Fox)

957. Kerns Service Drug Store
803 W. Salisbury (T. N. Kearns)

1548. Randolph Drug Company, Inc.
220 Sunset Ave. (H. M. Coffee)

1415. Reaves Pharmacy
212 S. Fayetteville St. (C. A. Reaves)

17. Reaves Walgreen Agency Drug Store
119 Sunset Ave. (H. C. Reaves)

ASHEVILLE—Buncombe County

19. Adams-Blauvelt, Inc.
16 Battery Park Place
(G. W. Matthews)

1466. Adams Professional Pharmacy, Inc.
Doctors Bldg., Doctors Drive
(J. W. Adams)

64. Aiken's Pharmacy
14 Lodge St. (J. H. Aiken)

21. Asheville Pharmacy
27 N. Market St. (J. V. Jenkins)

1281. B & B Pharmacy
462 Haywood Rd.
(H. L. Bishop, L. B. Brookshire)

884. Barefoot & Tatum Drugs, Inc.
2 N. Pack Square
(L. G. Barefoot)

1496. Barefoot & Tatum, Inc., No. 2
645 Biltmore Ave. (J. M. Tatum)

1427. Bennett's Drug Store
472 Haywood Road
(William Kauffman)

66. Biltmore Drug Store
1 Kitchen Place (L. M. Jarrett)

867. Charlotte St. Drug Co., Inc.
100 Charlotte St. (B. F. Klein)

1472. Eckerd's of Asheville, Inc.
Westgate Shopping Center
(L. C. Hankey)

23. Eckerd Drugs, Inc.
31 Patton Ave. (R. J. Noell)

1187. Eckerd's-Haywood, Inc.
21 Haywood St. (C. E. Bolinger)

1446. Economy Drug Store
157 Charlotte St.
(R. J. Johnson, E. P. Judy)

1371. Ideal Drug Store
733 Haywood Road (W. C. Braman)

24. Jones Drugs
262 Patton Ave. (M. L. Jones)

1506. Kenilworth Drug Store
489 Biltmore Avenue
(J. C. McGee, Jr.)

28. Lord's Drug Store, Inc.
793 Merrimon Ave. (J. C. McGee)

882. Malvern Hills Drug Store
1288 Haywood Road (C. J. Sisk)

1070. Memorial Mission Hospital Pharmacy
500 Biltmore Ave. (A. J. Darling)

1323. Merrimon Ave. Pharmacy
229 Merrimon Ave.
(Albert Chandley)

1089. Montford Pharmacy
231 Montford Ave. (A. G. Kiser)

35. Norwood Pharmacy
500 Merrimon Ave. (L. P. Brookshire)

1201. Pack Square Pharmacy
22 N. Pack Square (G. A. Shieder)

736. Palace Pharmacy
783 Haywood Road (Dan W. Foster)

36. Pinner's Drug Store
619 Haywood Rd. (J. M. Russell)

1132. Saint Joseph's Hospital Pharmacy
428 Biltmore Ave.
(Frank Akins)

37. Salley's Drug Store
85 Patton Ave. (W. M. Salley)

1462. Shigley's Grove Park Pharmacy
250 Charlotte St. (J. H. Hickman)

39. Shigley's Inc.
31 Hendersonville Rd.
(Robert C. Sisk)

1111. Trantham's Drug Store
38 Broadway (H. D. Trantham)

ATKINSON—Pender County

41. Atkinson Drug Co.*
Cor. Church and 1st Ave.
(G. C. Beard, M. D.)

AULANDER—Bertie County

42. Aulander Pharmacy
(S. G. Nelson)

AURORA—Beaufort County

43. Windley's Drug Store*
Main St. (J. B. Bonner, M.D.)

AVONDALE—Rutherford County

44. Adkinson Drug Co.
(N. F. Adkinson)

AYDEN—Pitt County

45. Edwards Pharmacy
Lee Street (S. M. Edwards)

BADIN—Stanly County

47. Badin Drug Co., Inc.
Pine Street (A. J. Thompson)

BAILEY—Nash County

48. Etheridge Drug Store
(T. J. Etheridge, Jr.)

BEAUFORT—Carteret County

50. F. R. Bell, Druggist
Front Street (F. R. Bell)

51. Gutherie-Jones Drug Company
507 Front Street
(C. H. Guthrie)

52. Joe House Drug Store
Front St. (Joseph House)

BELHAVEN—Beaufort County

54. O'Neal Drug Store
230 E. Main St. (W. P. O'Neal)

BELMONT—Gaston County

55. Belmont Drug Co.
9 Main St. (R. B. Bryan)

1500. Catawba Pharmacy
403 Catawba St. (S. P. Brison)

57. Robinson Drug Store
16 N. Main St. (Richard Brickle)

1553. Watkins Pharmacy, Inc.
132 N. Main St.
(F. D. Watkins, Sr.)

BENSON—Johnston County

58. Benson Drug Co.
104 E. Main St. (Loamie Gilbert)

59. Peacock Drug Company
Main St. (M. A. Peacock)

60. Warren Drug Company
211 E. Main St. (J. C. Warren)

BESSEMER CITY—Gaston County

61. Central Drug Store
112 W. Virginia Ave. (J. C. Williams)

62. Curtis Pharmacy
Virginia Ave. (J. R. Curtis)

BETHEL—Pitt County

63. H. L. Rives Drug Company
Railroad St. (H. L. Rives)

BISCOE—Montgomery County

67. Biscoe Drug Store
Carthage Road (W. I. Jenkins)

BLACK MOUNTAIN—Buncombe County

69. Black Mountain Drug Co.
101 W. State St. (S. C. C. Uzzell)

1359. Key City Pharmacy
204 Sutton Ave. (S. B. Roberts)

835. Knight's Pharmacy
116 State St. (E. H. Knight)

BLOWING ROCK—Watauga County

1071. Harris Drug Store
Main St. (L. C. Harris)

BOILING SPRINGS—Cleveland County

1096. Boiling Springs Drug Company, Inc.
(R. H. Beason)

BOONE—Watauga County

73. Boone Drug Co.
Main St. (W. R. Richardson)

74. Carolina Pharmacy
231 Main St. (C. H. Mock)

BOONVILLE—Yadkin County

1503. Boonville Pharmacy
(F. G. Weatherwax)

BREVARD—Transylvania County

77. S. M. Macfie Drug Co.
Main and Broad (O. D. Biddy)

78. Varner's Drug Store
Broad and Jordan Sts.
(S. E. Varner, Jr.)

BROADWAY—Lee County

1036. Broadway Drug Co.
(M. W. Stevens)

BRYSON CITY— Swain County

80. Bryson City Drug Company
108 Everett St.
(Mary Alice B. Greyer)

1083. Swain Drug Store
Everett St. (C. B. Hawkins)

BUIE'S CREEK—Harnett County

938. Wiggins Drug Store
Main St. (Ruth Pecora)

BUNN—Franklin County

83. Bunn Drug Co.*
(W. F. Cole, M.D.)

BURGAW—Pender County

1198. Dees Drug Store
(R. R. Dees)

1030. Durham Drug Company
Fremont St. (R. G. Ham)

BURLINGTON—Alamance County

85. Acme Drug Co., Inc.
Spring and Davis Sts.
(J. G. White)

1192. Alamance County Hospital Pharmacy
Graham-Hopedale Road
(R. L. Salter, Jr.)

1123. Alamance Drug Company
223 Maple Ave. (B. K. Mobley)

92. Andrews Drug Co.
138 Maple Ave. (C. M. Andrews)

86. Asher-McAdams Drug Co.
305 Trollinger (J. W. McAdams)

1267. Barbour-Pittman Drug Co., Inc.
Cor. Front and Main Sts.
(Rudolph Pittman)

87. Burlington Drug Company, Inc.
East Front St. (R. E. Barrett)

1529. Cedar Cliff Pharmacy
1623 Vaughn Road (M. E. McCorkle)

89. Davis Street Pharmacy, Inc.
751 E. Davis St. (Robert Woody)

1407. Griffin's Pharmacy
1701 Old Alamance Road
(S. D. Griffin, Jr.)

93. Mann's Cut Rate Drug Store
414 S. Main St. (E. D. Millaway)

1207. Medical Center Pharmacy, Inc.
274 Graham-Hopedale Rd.
(A. L. Moir)

1547. Medical Village Apothecary
1610 Vaughn Road
(W. S. Gardner)

1413. Sherard's Pharmacy
1425 S. Webb Ave. (G. S. Sherard)

1188. Thompson's Pharmacy
804 Rauhut St. (T. H. Thompson)

94. Worth Street Drug Store
525 S. Worth Street (W. R. Perry)

BURNSVILLE—Yancey County

95. Pollard's Drug Store
West Main St. (Roland Glenn)

1251. Yancey Pharmacy
Main St. (W. E. Black)

CANDLER—Buncombe County

1173. Valley Drug Co., Inc.
(S. S. Minton)

CANTON—Haywood County

97. Canton Drug Store
137 Main St. (J. L. Jones, Jr.)

98. Champion Cut-Rate Drug Store, Inc.
147 Main St. (J. R. West)

99. Hendrix Drug Store
108 Main St. (J. B. Patton)

100. Martin's Drug Store, Inc.
107 Main St. (B. M. Burrus)

CAROLINA BEACH—New Hanover County

940. Carolina Beach Drug Company
(W. R. Adams)

CARRBORO—Orange County

103. Senter's Drug Store
(P. L. Senter)

CARTHAGE—Moore County

104. Shields Drug Co., Inc.
Court House Square (R. A. Knight)

CARY—Wake County

1490. Ashworth Rexall Drugs
105 W. Chatham St. (R. H. Ashworth)

1444. Mitchell's Pharmacy
138 E. Chatham St. (T. W. Mitchell)

CATAWBA—Catawba County

106. Catawba Drug Company*
(F. Y. Long, M.D.)

CHADBOURN—Columbus County

899. Derrick's Pharmacy
(M. L. Borders, Jr.)





107. John E. Koonce Drug Co.
(S. G. Koonce)

CHAPEL HILL—Orange County

1184. Colonial Drug Co.
420 W. Franklin St. (J. H. Carswell)

109. Eubanks Drug Co.
E. Franklin St. (Clyde Eubanks)

1516. Glen Lennox Pharmacy
Glen Lennox Shopping Center
(G. W. Harris)

1218. N. C. Memorial Hospital Pharmacy
U.N.C. (W. W. Taylor)

994. Sloan Drug Company
101 E. Franklin St. (W. L. Sloan)

110. Sutton's Drug Store
159 E. Franklin St.
(Howard A. Yandle)

972. The Village Pharmacy, Inc.
306 W. Franklin St. (J. C. Fox, Jr.)

CHARLOTTE—Mecklenburg County

977. Avondale Pharmacy
2204 Avondale Ave. (F. C. Simmons)

113. Bizzell Pharmacy
3312 Tuckaseegee Rd. (H. L. Bizzell)

1007. Blair Drug Co.
2719 Tuckaseegee Rd. (R. K. Webb)

116. Carolina Cut-Rate Drug Store, Inc.
225 W. Trade St. (F. E. Thomas)

117. Carolina Pharmacy
401 E. Trade St. (T. H. Lever)

1142. Cay Drug Store, Inc.
221 W. Trade St. (Joe Greenspan)

1437. Central Avenue Drug Center
2611 Central Ave. (J. M. Spoon)

1195. Charlotte Drug Company
200 E. Trade St. (R. F. Holland)

119. Charlotte Memorial Hospital Pharmacy
1400 Scott Ave. (Myrtle Kraus)

1112. Dilworth Pharmacy
1601 S. Boulevard (J. S. LeGette)

1178. Doctor Pharmacy
2316 Central Ave. (G. L. Smith)

983. Dorton's Drug Store
3201 N. Caldwell St. (Charles Copses)

1315. Eckerd Drug Co.
1025 Providence Rd. (C. R. Stine)

121. Eckerd Drugs, Inc. (No. 1)
128 N. Tryon St. (J. G. Grantham)

122. Eckerd Drugs, Inc., (No. 2)
109 S. Tryon St. (E. V. Stone)

1155. Eckerds, Inc.
1517 Central Ave. (J. H. Bigham)

1452. Eckerd's-Park, Inc.
4133 Park Road (T. G. Slaughter)

124. Hardee's Pharmacy
2909 Selwyn Ave. (A. K. Hardee, Jr.)

125. Hawthorne Pharmacy
1629 Elizabeth Ave.
(W. B. Buckner)

126. Hoskins Drug Co.
3626 Rozzell Ferry Rd.
(Kenneth Spoon)

128. Independence Drug Store
801 N. Graham St. (J. T. Hough)

1514. Kiser Drug Co.
2400 Wilkinson Blvd. (J. E. Oxendine)

1544. Kiser Drug Company, #2
127 Scalybark St.
(S. E. Hemby, Jr.)

893. Liggett Drug Company, Inc.
100-102 N. Tryon St. (S. B. Johnson)

131. Lisk Pharmacy
826 E. Trade St. (D. C. Lisk)

1139. Medical Pharmacy
1010 Kings Drive (E. B. Eadie)

1069. Mercy Hospital Pharmacy
2000 E. 5th St. (Gilbert Colina)

815. Myers Park Pharmacy
1340 Romany Rd. (W. D. Craig, Jr.)

136. Niven Drug Co.
131 E. Park Ave. (R. L. Lewis)

137. Park Place Pharmacy
613 Providence Road (V. L. Faircloth)

1073. Plaza Hill Pharmacy, Inc.
2513 Plaza Road (J. W. Wagner)

932. Presbyterian Hospital Pharmacy
200 Hawthorne Lane (J. H. Rosser)

934. Queen City Pharmacy
422 E. Second St. (L. A. Yancey)

141. Rex Drug Store
417 E. Second St. (J. H. Isler)

1120. Rhodes Pharmacy
534 E. Boulevard (C. R. Rhodes)

142. Rhyne Drug Store
830 E. Morehead St. (C. L. Rhyne)

1130. Sedgefield Drug Co.
3215 South Blvd. (Henry Huber)

143. Selwyn Cut-Rate Drug Store, Inc.
319 W. Trade St. (J. S. Nance)

1342. Shamrock Drugs, Inc.
3217 Plaza Rd. (Melvin Solomon)

1376. Southern Drug Co.
1400 E. Morehead St.
(C. E. Hemingway)

1383. Southside Pharmacy
2819 South Blvd. (W. E. Hardee)

144. Stanley Drug Stores, Inc.
1949 E. 7th St. (V. E. Stanley)

1122. Sterling Drug Company, Inc.
1501 Elizabeth Ave. (E. W. Bruce)

145. Sterling Drug Stores, Inc.
401 N. Tryon St. (W. V. Proctor)

1390. Troy Drug Co.
2116 Independence Blvd.
(J. C. Murphy)

1425. Troy Drug Co. (No. 2)
625 Woodlawn Road (J. A. Bland)

1453. Troy Drugs (No. 3)
2044 Hutchinson Ave. (H. C. Rice)

146. T. A. Walker, Inc.
332 N. Tryon St. (J. S. Thomas)

1432. T. A. Walker, Inc.
Hawthorne Medical Center
227 Hawthorne Lane
(C. L. Swearngan)

1524. Westerly Hills Drugs, Inc.
3438 Wilkinson Blvd.
(Stanley Slesinger)

1473. Westside Drug Center, Inc.
1910 Rozzells Ferry Road
(J. W. Allen)

1189. Wilson & Holmes Pharmacy
421 S. Brevard St. (J. D. Richardson)

CHERRYVILLE—Gaston County

150. Allen Drug Co.
110 E. Main St. (H. H. Allen, Jr.)

151. Houser Drug Co., Inc.
100 E. Main St. (W. H. Houser)

CHINA GROVE—Rowan County

913. Brown Drug Company
Main St. (J. H. Brown)

1141. China Grove Drug Co.
Main St. (R. A. Kiser)

CLAREMONT—Catawba County

1279. Claremont Pharmacy
Main St. (J. A. Busbee)

CLARKTON—Bladen County

1386. Fowler's Drug Store, Inc.
College St. (J. D. Fowler)

CLAYTON—Johnston County

155. Beddingfield's
325 E. Main St. (C. H. Beddingfield)

156. Whitley-Bain Drug Co., Inc.
333 Main St. (J. D. Bain)

CLEMMONS—Forsyth County

1247. Clemmons Pharmacy
In The Triangle (R. E. Scharff)

CLIFFSIDE—Rutherford County

158. Mills Drug Co.
(J. C. Mills)

CLINTON—Sampson County

159. Butler's Pharmacy
204 Main St. (A. B. Butler)

1232. Holmes Drug Store
600 Lisbon St. (J. M. Holmes, Jr.)

1436. Hospital Pharmacy
612 Beaman St. (C. H. Gaddy)

1035. McLean Pharmacy
120 Main St. (G. W. McLean)

162. Register's Drug Store
Vance St. (M. O. Register)

160. Reynold's Drug Co.
Main and Lisbon Sts.
(R. M. Herring)

1246. Sampson's Pharmacy
700 McCoy St. (R. R. Sampson)

CLYDE—Haywood County

1486. Clyde Pharmacy
Main Street (A. B. Lott)

COATS—Harnett County

1113. McKnight's Drug Store
Main St. (L. E. McKnight, Jr.)

COLERAIN—Bertie County

165. Wade's Pharmacy*
Main St. (J. L. Darden, Jr., M.D.)

COLUMBIA—Tyrell County

166. Tyrell Drug Co.
Main St. (V. W. Ferrin)

CONCORD—Cabarrus County

167. Airheart Pharmacy
Market St. (J. W. Airheart)

168. Cabarrus Drug Co.
16 S. Union St. (H. C. Champion)

944. Cabarrus Memorial Hospital Pharmacy
U. S. H'way 29 (J. W. Mitchener)

170. Gibson's, Inc.
1 S. Union St. (G. C. Smith)

171. Pearl Drug Co.
2 S. Union St. (H. A. Barringer)

1335. Pike's Drug Store
Wil-Mar Park (J. M. Pike)

172. Porter Drug Company, Inc.
8 S. Union St. (C. D. Porter)

173. Whitmore Drug Company
80 S. Union St. (H. E. Whitley)

CONOVER—Catawba County

175. Bowman Drug Co.
Main St. (C. E. Bowman)

1458. Conover Drug Co.
Main St. (Billy Lee Price)

CONWAY—Northampton County

177. Taylor Drug Co.
(L. B. Taylor)

COOLEEMEE—Davie County

178. Cooleemee Drug Co.
(E. D. Hoyle)

CORNELIUS—Mecklenburg County

1542. Mid Way Pharmacy, Inc.
North Main Street
(H. D. Sharp)

CRAMERTON—Gaston County

1389. Cramerton Drug Co.
(J. C. Kiser)

CREEDMOOR—Granville County

182. Creedmoor Drug Co. (H. C. Price)
Main St.

CROSSNORE—Avery County

181. Crossnore Drug Store
Box 186 (W. D. Tennant, Jr.)

DALLAS—Gaston County

919. Summey Drug Company
(W. L. Summey)

DAVIDSON—Mecklenburg County

184. White Drug Company
131 Main St. (C. S. Goodrum)

DELCO—Columbus County

1539. Raymond L. Creekmore, Pharmacist
Highway 74 and 76
(R. L. Creekmore)

DENTON—Davidson County

185. Denton Drug Store
Main St. (W. L. Lamar)

DERITA—Mecklenburg County

1399. Derita Drug Co.
Box 154 (G. B. Dimmick, Jr.)

DOBSON—Surry County

1134. Dobson Drug Store
(Viola Howell)

DRAPER—Rockingham County

1228. Draper Pharmacy
Fielderest Rd. (J. W. Chandler)

1017. Lasley Drug Store
Fielderest Ave. (C. G. Lasley)

DUNN—Harnett County

188. Butler & Carroll Drug Co., Inc.
129 E. Broad St. (W. W. Carroll, Sr.)

189. Dunn Pharmacy
218 E. Broad St. (R. B. Fairley)

1449. Fitchett Drug Store of Dunn, Inc.
128 E. Broad St. (C. E. Fitchett)

191. Hood Drug Store
112 E. Broad St. (Paul Hood)

1416. Hospital Pharmacy
200 N. Ellis Ave. (L. A. Warren, Jr.)

1202. Thomas Drug Store
323 E. Broad St. (J. I. Thomas)

DURHAM—Durham County

193. Boone Drug Company
100 W. Parrish St. (D. L. Boone, Sr.)

738. Brewer's Drug Store
700 Ninth St. (S. O. Brewer, Sr.)

900. Broad Street Drug Company, Inc.
1139 Broad St. (O. L. Umstead)

192. Don Booth Drug Co.
1009 W. Chapel Hill St.
(G. D. Booth)

1051. Carswell Drug Co., Inc.
Club Blvd. and Watts St.
(A. P. Carswell)

1526. Center Drug Store of Durham, Inc.
2926 Roxboro Rd. (J. M. Pickard)

213. Crabtree Pharmacy
2100 Angier Ave. (A. H. King)

197. Duke Hospital Pharmacy
Duke University (I. T. Reamer)

198. Durham Drug Co.
330 W. Main St. (J. R. Casteel)

199. Eckerd Drugs, Inc.
122 W. Main St. (V. A. Shore, Jr.)

1419. Eckerd's Drugs of Durham, N. C., Inc.
1223 University Drive (W. F. Lynch)

200. Garrett's Biltmore Drug Store
332 E. Pettigrew St. (Y. D. Garrett)

1340. Garrett-Parker Drug Store
702 Fayetteville St. (J. G. Parker)

201. Holloway Street Pharmacy
1026 Holloway St. (F. B. Singletary)

202. Hospital Pharmacy
1124 Broad St. (B. W. Spencer, Jr.)

1065. Kale Drug Co.
933 E. Main Street (R. G. Kale)

1297. Lincoln Hospital Pharmacy
1301 Fayetteville St. (Ida Keetsock)

739. McDonald's Drug Store
732 Ninth St. (J. C. McDonald)

1236. McPherson Hospital Pharmacy
1110 W. Main St. (H. F. Padgett)

203. Mangum St. Pharmacy
806 N. Mangum St.
(L. R. Sparks, Jr.)

205. North Durham Drug Store
714 Mangum St. (E. S. Swindell)

1344. Northgate Pharmacy
2909 Roxboro Road (H. C. Chapman)

1196. The Prescription Shop
316 S. Gregson St. (J. K. McCoy)

1291. The Professional Pharmacy, Inc.
1200 Broad St. (H. L. Kelly)

207. Rogers Drug Co., Inc.
202 Mangum St. (R. P. Rogers, Sr.)

840. Sawyer & Moore, Inc.
1014 W. Main St.
(J. F. Ferguson, Jr.)

1043. Sullivan's Pharmacy
402 S. Driver Ave. (L. S. Sullivan)

209. Walgreen Co.
102 W. Main St. (Keith Marple)

210 Watts Hospital Pharmacy
Broad St. (G. M. Stahl)

211. West Side Pharmacy
701 Chapel Hill St. (J. C. Harris)

1128. Womble's Pharmacy
601 E. Main St. (D. J. Womble)

EDENTON—Chowan County

1464. Leggett & Davis, Inc.
323 Broad St. (W. H. Hollowell, Jr.)

1476. Mitchener's Pharmacy
301 S. Broad St.
(J. A. Mitchener, Jr.)

ELIZABETH CITY—Pasquotank County

220. The Apothecary Shop
406 E. Main St. (J. E. Sparks)

905. Jacock's Pharmacy
205 S. Poindexter St.
(R. E. Miller)

219. Overman & Stevenson
512 E. Main St. (R. S. Bunn)

1422. Todd's Pharmacy
216 S. Poindexter St.
(C. W. Young, Jr.)

ELIZABETHTOWN—Bladen County

221. Bennett-Stone Pharmacy
Broad Street (B. F. Stone)

1545. Smith Pharmacy
Broad Street (D. K. Carter)

ELKIN—Surry County

1404. Abernethy's Pharmacy
109 W. Main St. (P. L. Fisher)

224. Elk Pharmacy, Inc.
115 E. Main St. (D. A. Irwin)

225. Royall Drug Co., Inc.
128 W. Main St. (G. E. Royall, Jr.)

ELLERBE—Richmond County

226. Warner Drug Co.
Main St. (V. L. Strout)

ELM CITY—Wilson County

228. Elm City Pharmacy
Main St. (M. L. Davis)

ENFIELD—Halifax County

230. W. E. Beavans Drug Store
(S. C. Beavans)

229. Harrison Drug Company
Railroad St. (R. S. Shaw)

231. Whitehead Drug Co.
(J. D. Whitehead)

ENKA—Buncombe County

233. Elson's Drug Store
(Shuford Snyder)

232. Enka Drug and Food
(J. R. Elson)

ERWIN—Harnett County

1470. E. R. Thomas Drug Co.
103 East H. Street
(Leonidas Jackson)

FAIR BLUFF—Columbus County

235. Floyd-Anderson Drug Co.
Main St. (M. W. Davis II)

1374. Rogers Drug Store
(M. J. Atkinson)

FAIRMONT—Robeson County

1303. Fairmont Drug Co.
Main St. (H. E. Malion)

1026. Webster's Pharmacy
Main St. (W. B. Webster)

FAISON—Duplin County

1350. Faison Drug Co.
(P. L. Caldwell)

FAITH—Rowan County

1550. Faith Drug Co., Inc.
(A. E. Morris, Jr.)

FARMVILLE—Pitt County

1176. City Drug Company
103 S. Main St. (J. M. Wheless, Jr.)

FAYETTEVILLE—Cumberland County

243. Bender's Drug Store
201 Hay St. (L. L. Rouse)

1325. Bender's Drug Store No. 3
1226 Fort Bragg Rd.
(L. R. Lanier, Jr.)

244. Fayetteville Drug Co.
114 Gillespie St. (B. C. Brooks)

246. Henderson's Drug Store
125 Person St. (A. J. Henderson)

247. H. R. Horne & Sons
124 Hay St. (H. R. Horne)

1205. K and F Drug Store
1212 Fort Bragg Rd. (T. L. Brodie)

248. MacKethan & Company, Druggists
102 Person St. (H. P. Underwood, Jr.)

1209. Markham Drug Co.
101 Hay St. (G. W. Markham)

1385. Massey Hill Drug Co., Inc.
1061 Southern Ave. (L. C. Tomlinson)

249. Matthews' Pharmacy
451 Hay St. (R. V. McBryde)

982. Reaves' Drug Store
2706 Bragg Blvd (L. E. Reaves, Jr.)

250. Service Drug Store
113 Gillespie St. (F. D. Williston)

1241. Strickland's Drug Store
1201 Hay St. (C. B. Strickland)

890. Williams' Drug Store
502 Hillsboro St. (N. M. Parker)

FLETCHER—Henderson County

1301. Asheville Agricultural School and
Mountain Sanitarium, Inc.
Howard Gap Road (M. L. Lewis)

912. Fletcher Pharmacy
Asheville Highway (Q. H. Beck)

FONTANA VILLAGE—Graham County

1324. Fontana Drug Store
(W. J. Swan)

FOREST CITY—Rutherford County

1398. Forest City Pharmacy, Inc.
S. Powell St. (W. L. Cowan)

254. Piedmont Drug Company
6 W. Main St. (J. S. Rudisill)

1457. Smith's Drug, Inc.
227 E. Main St.
(G. W. Shuford)

FORT BRAGG—Cumberland County

1159. Bender's Drug Store
Mallonee Village (R. E. Bullard)

FOUNTAIN—Pitt County

256. Beasley Drug Co.*
(E. B. Beasley, M.D.)

FOUR OAKS—Johnston County

1158. Austin's Drug Store
Main St. (Clement Byrd)

257. Four Oaks Drug Company
E. Main St. (R. C. Canaday)

FRANKLIN—Macon County

258. Angel Drug Store
(R. A. Cloer)

1216. Carolina Pharmacy
Main St. (G. B. Woodward)

1402. Perry's Drug Store
(V. H. Perry)

FRANKLINTON—Franklin County

995. Corner Drug Store
2 N. Main St. (D. O. Langston)

260. L. W. Henderson's Pharmacy
102 Main St. (W. L. Stone)

FREMONT—Wayne County

1042. Fremont Pharmacy
(J. S. Stewart)

FUQUAY SPRINGS—Wake County

262. Elliott's Pharmacy
202 S. Main St. (A. G. Elliott, Jr.)

263. Johnson's Drug Store
(W. W. Johnson)

GARLAND—Sampson County

1079. Garland Drug Company
(H. C. Rich)

264. L. A. Warren & Son
(L. A. Warren)

GARNER—Wake County

1439. Lloyd's Drug Store
Main Street (Wm. L. Lloyd)

GASTONIA—Gaston County

1283. Akers Center Pharmacy, Inc.
1443 Wilkinson Blvd. (W. G. Forrest)

1532. Brown-Medlin Drug Store, Inc.
1514 S. York Road
(W. E. Medlin)

1085. Caldwell Drug Store, Inc.
611 E. Franklin Ave. (J. E. Brison)

269. Franklin Drug Store
1402 W. Franklin Ave. (H. C. Bell)

1191. Gaston Memorial Hospital Pharmacy
401 N. Highland (W. A. Carter)

1477. Hillcrest Pharmacy, Inc.
1713. S. York Rd. (J. P. Friday)

270. Kennedy's Inc.
215 W. Main St.
(E. G. Williams & K. W. Huss)

268. Moss Rexall Drugs
1051 W. Franklin Ave. (F. M. Moss)

1405. Rhyne's Drug Store, Inc.
1516 E. Ozark Ave. (W. F. Rhyne)

272. Smith's Cut-Rate Drugs
121 W. Main Ave. (G. S. Templeton)

1157. Square Pharmacy
254 W. Page Ave. (N. A. Smith)

GIBSON—Scotland County

1244. Gibson Drug Co.
(Evelyn Hunsucker)

740. Smith's Drug Store
E. Main St. (J. P. F. Smith)

GIBSONVILLE—Guilford County

275. Gibsonville Drug Co.
Main St. (L. A. Wharton)

GLEN ALPINE—Burke County

276. Clinic Drug Store
(H. F. Bobbitt)

GOLDSBORO—Wayne County

914. Ashe Street Pharmacy
814 E. Ashe St. (G. P. Thornton)

1489. Brown Drug Co.
130 E. Walnut St.
(E. L. Pilkington, Sr.)

863. Bunch's Drug Store
144 N. Center St. (H. T. Taylor)

279. Cash Drug Company
133 E. Walnut St. (T. E. Smith)

1257. Gibson's Drug Store
Cor William and Ash Sts.
(J. E. F. Hicks)

280. Goldsboro Drug Co.
101 N. Center St. (B. R. Ward)

281. Jackson Drug Co.
400 S. James St. (Osceola Jackson)

1482. Kerr Drugs of Goldsboro, Inc.
Cor. Bernard & Ash Sts.
(H. S. Barbrey)

282. Ratley's Drug Store
122 S. Center St. (W. A. Ratley)

283. Robinson's Drug Store
143 S. Center St. (T. R. Robinson, Jr.)

1261. Vinson's Drug Store
138 W. Walnut St. (W. C. Rose)

GOLDSTON—Chatham County

962. Lee Drug Store
(Ray Brooks)

GRAHAM—Alamance County

1392. Graham Drug Store
142 N. Main St. (H. O. Benson)

287. Wrike Drug Company
108 N. Main St. (L. B. McAllister)

GRANITE FALLS—Caldwell County

1448. Caldwell Drug Store
(F. J. Simmons)

GRANITE QUARRY—Rowan County

1322. Granite Drug Co., Inc.
(C. H. Sanders)

GREENSBORO—Guilford County

290. Asheboro St. Pharmacy
420 Asheboro St. (J. T. Usher)

1456. Barton's Florida Street Pharmacy
Cor. Florida St. & Freeman Mill Rd.
(W. H. Barton)

1406. Bessemer Drug Co.
2805 Bessemer Ave. (W. B. Evans)

291. Best Drug Store
1104 Asheboro St. (J. H. Best)

1521. Brown-Gardiner Drug Co., Inc.
110 E. Northwood St.
(Wm. C. Brown)

824. College Drug Store
1003 Spring-Garden St.
(R. A. Buchanan)

1242. The Moses H. Cone Memorial Hospital Pharmacy
1200 N. Elm St. (C. Paoloni)

1006. Crutchfield-Browning Drug Co.
357 N. Elm St. (T. G. Crutchfield)

1185. Crutchfield-Browning Drug Store No. 2, Inc.
2166 Lawndale Drive
(Elmer Buchanan)

1150. Eccles Drug Store
914 Gorrell St. (W. H. King)

1494. Eckerd's of Greensboro, N. C., Inc.
Friendly Road Shopping Center
(Marcus Cameron)

1110. Edmonds Summit Center Drug Store
952 Summit Avenue (G. H. Edmonds)

1215. Elam Drug Company, Inc.
2112 Walker Ave. (J. V. Farrington)

816. Elm Street Pharmacy, Inc.
376 N. Elm St. (G. C. Russell)

292. C. C. Fordham Drug Store
514 S. Elm St. (C. C. Fordham, Jr.)

1499. Foster Pharmacy, Inc.
1018 N. Elm St. (W. E. Crispens)

1300. Franklin's Drug Co.
2140 Lawndale Dr.
(A. H. Mebane, III)

897. Franklin's Drug Store
401 Tate St. (K. N. Fulbright)

1504. Franklin Drug Co., Store #3
4701 High Point Road
(Hampton Langdon)

298. Greene Street Drug Company
124 S. Greene Street (G. H. Steele)

299. Greensboro Drug Co.
230 W. Market St. (R. D. Farrell)

1138. Guilford Drug Company
100 S. Elm St. (David Stang)

300. Home Drug Store
1204 Grove St. (J. F. Pickard)

981. Hotel Pharmacy
235 N. Elm St. (J. C. Coble)

303. McDuffie-Eubanks Drug Co.
100 N. Elm St. (R. A. McDuffie)

1181. McFalls Sunset Drug Co.
1610 Madison Ave. (S. W. McFalls)

998. McNair Brothers' Drug Store
900 E. Market St. (W. O. McNair)

1417. Medical Center Pharmacy
408 E. Wendover Ave. (D. D. Claytor)

1484. Oliver's Drug Store
457 W. Market St. (E. W. Oliver)

540. Pomona Drug Store
2 Merritt Dr. (O. W. McFalls)

306. Sykes Drug Company
1227 4th St. (R. J. Sykes)

1443. Textile Drug Company
2109 Church St.
(C. C. Graham)

1294. Tyson's Plaza Drug Co.
1726 Battle Ground Ave.
(J. W. Tyson)

310. Walgreen Co.
218 S. Elm St. (Jack Granger)

1068. White Oak Drug Co.
2435 Fairview St. (D. D. Underwood)

1343. Wilkerson Drug Co.
123 N. Elm St. (I. L. Zuckerman)

295. Wynn Drug Store
814 Gorrell St. (W. M. Wynn)

GREENVILLE—Pitt County

1304. Beddingfield Pharmacy
Five Points & 7th St.
(B. B. Beddingfield)

1016. Biggs Drug Store
300 Evans St. (J. W. S. Biggs)

314. Bissette's Drug Store No. 2
416 Evans St. (C. B. Hargett)

316. Harrison Drug Store
908 Dickerson Ave.
(T. N. Harrison & L. S. Harrison)

838. Hollowell's Drug Store
922 Dickinson Ave. (W. C. Hollowell)

318. Warren's Drug Store
408 Evans St. (B. S. Warren, Jr.)

GRIFTON—Pitt County

319. Grifton Pharmacy
(E. D. Sumner)

401. H & H Drug Co.
(Joe House, Jr.)

GUILFORD COLLEGE—Guilford County

1430. Guilford College Drug Company
Friendly Road (W. C. Hoffman)

HALIFAX—Halifax County

321. Vinson's Pharmacy
Main St. (E. L. Vinson)

HAMLET—Richmond County

322. Birmingham Drug Co.
27 Main St. (J. S. Birmingham)

820. Campbell Pharmacy
23 Hamlet Ave. (J. R. Clarkin, Jr.)

1313. Wabberson's Drug Store
41 Main St. (T. E. Fussell)

HAVELOCK—Craven County

1479. Bob Clark's Pharmacy
Commercial Center
(Christine Tunstall)

1288. Clark's Drug Store of Havelock, N. C. Inc.
Slocum Village Shopping Center
(J. M. Basart)

HAW RIVER—Alamance County

1330. Estes Drug Co.
(J. C. Estes, Jr.)

HAYESVILLE—Clay County

327. Hayesville Pharmacy
(H. M. Mauney)

HAZELWOOD—Haywood County

1015. Hazelwood Pharmacy
102 Main St. (R. F. Keenum)

HENDERSON—Vance County

329. Douglas Drug Store
120 Horner St. (J. D. Douglas)

929. Henderson Drug Co.
101 S. Garnett St. (J. P. B. Connell)

1213. Hocutt Drugs
315 S. Garnett St. (D. D. Hocutt)

331. Miles Pharmacy
S. Garnett St. (M. C. Miles)

332. Page Drug Co., Inc.
226 S. Garnett St. (C. E. Page, Jr.)

333. Parker's Drug Store
208 Garnett St. (W. W. Parker, Jr.)

334. Peoples Service Drug Store
112 Garnett St. (J. G. Tolson, Jr.)

335. Southside Drug Company
1046 S. William St. (C. B. White)

336. White's Drug Store
229 Garnett St. (J. J. White)

337. Woolard's
134 S. Garnett St. (C. M. Barnett)

1365. Woolard's No. 2
Raleigh Road (Jimmie Barnett)

HENDERSONVILLE—Henderson County

1033. Beck Bros. Pharmacy
231 N. Main St. (A. L. Beck, Jr.)

836. Economy Drug Store
Main at Fifth (R. C. Wilson)

339. Freeze Drug Company, Inc.
527 N. Main St. (Wiltshire Griffith)

340. Jackson Pharmacy
4th Ave. W. and Church St.
(E. L. Feagin)

1509. Justus Pharmacy
303 N. Main St. (W. C. Beck)

1309. Margaret R. Pardee Memorial Hospital Pharmacy
Fleming Street (Margaret Gretz)

342. Rose Pharmacy
351 North Main St. (W. L. Harper)

1366. Whitley Drugs
417 7th Ave., East (J. R. Whitley)

343. Wilson Drug Company
330 7th Ave., E. (Paul Owenby)

HERTFORD—Perquimans County

1515. S. and M. Pharmacy
101 N. Church Street
(H. B. Umphlett, Jr.)

HICKORY—Catawba County

1022. Black's Drug Store, Inc.
264 Union Square (G. A. Page)

1530. City Drug Co.
Cor. 2nd & Union Square
(P. J. Suttlemyre)

345. Highland Drug Store
813 Highland Ave., N.E.
(C. A. Brady)

347. Lutz Drug Co., Inc.
270 Union Square (H. C. Lutz)

1284. Medical Center Pharmacy
5 Second Avenue (M. R. Means)

349. Ninth Avenue Pharmacy
15 2nd St. Place. S.W.
(C. P. Suttlemyre)

350. Shook Drug Co.
1809 1st Ave. S.W. (Eulon Shook)

1552. Smith's of Hickory, Inc.
242 Union Square
(Lucius Cooke)

1426. Viewmont Pharmacy
1247 2nd St., N.E.
(J. S. O'Daniel, Sr.)

HIGHLANDS—Macon County

351. Highlands Drug Store
4th St. (C. E. Mitchell)

HIGH POINT—Guilford County

1469. Anderson's West End Drug Store
1550 English St. (E. R. Anderson, Jr.)

353. Arthur's Pharmacy
1248 S. Main St. (A. E. Joiner)

853. Cecil's Drug Store
121 N. Main St. (Irving Tilles)

357. Eckerd Drugs, Inc.
140 S. Main St. (J. N. Stamps)

1448. Evans Pharmacy, Inc.
521 N. Main St. (H. E. Evans)

931. Greene Drug Company, Inc.
610 N. Main St. (C. C. Layton)

1293. Harris Drug Store, Inc.
1231 Montlieu Avenue (J. R. Teague)

358. Hoffman Drug Co.
1001 E. Green St. (J. F. Hoffman, Jr.)

359. Ingram's Pharmacy
1301 N. Main St. (L. M. Ingram)

361. Koonts-McGhee Drug Co. Inc.
308 S. Main St. (A. A. Koonts)

362. Leonard's Drug Store
1401 N. Main St. (H. B. Leonard, Jr.)

365. McLarty Drug Co.
128 Church St. (J. L. Cobb)

363. Mann Drug Store No. 1
104 N. Main St. (J. C. Southern)

364. Mann Drug Co. No. 2
660 N. Main St. (L. H. Carter)

1409. Mann Drug Store No. 3
842 S. Main St. (J. F. Bland)

1535. Mann's Surburban Drug Store, No. 4
1910 N. Main Street
(D. A. Dowdy, Jr.)

355. C. A. Ring & Sons Drug Store
1561 English St. (C. A. Ring)

366. Ring-Harris Pharmacy, Inc.
122 N. Main St. (W. B. Harris)

368. Washington St. Pharmacy
731 E. Washington St.
(H. H. LeMon, A. M. Greenwood)

HILDEBRAN—Burke County

1210. Brandon's Pharmacy
Highway 70 (L. R. Brandon)

HILLSBORO—Orange County

920. Corner Drug Store
(B. B. Forrest)

1511. James Pharmacy
109 N. Churton St.
(A. A. Lloyd)

HOPE MILLS—Cumberland County

859. Clinic Pharmacy (J. T. Henley)

HOT SPRINGS—Madison County

845. Mountain Park Pharmacy
(T. M. Bruce)

HUDSON—Caldwell County

1540. Hudson Drug Co., Inc.
Main Street (Wm. Lovelace, Jr.)

HUNTERSVILLE—Mecklenburg County

1382. Neil Drug Co.
(J. W. Neil)

JACKSON—Northampton County

373. Jackson Drug Co.
(A. L. Cochrane, Jr.)

JACKSONVILLE—Onslow County

1391. Howard Drug Co., Inc.
New Bridge St. (P. H. McKenzie)

374. Johnson's Drug Co., Inc.
(C. L. Shields)

375. Ketchum Drug Co., Inc.
(C. O. Winter)

1221. New River Pharmacy
New River Apts. Business Center
(A. P. Rachide)

JAMESTOWN—Guilford County

1098. Jamestown Drug Store
(J. E. Tilley)

KANNAPOLIS—Cabarrus County

377. Black's Drug Store No. 1
1105 S. Main St. (Betty H. Aull)

378. Black's Drug Store No. 2
Cannon Blvd. (T. R. Bostian)

379. Black's Drug Store No. 3
110 West Ave. (Wm. Bradley)

1255. Black's Drug Store No. 4, Inc.
119 West Ave. (L. D. Cain)

381. Kannapolis Drug Co. Inc.
128 S. Main St. (Leon Smith)

1060. Lewis Drug Co., Inc.
149 West Ave. (W. C. Lewis)

382. Mann's Cut Rate Drug Store
119 S. Main St. (A. B. Hendrick)

1027. Martin Drug Company
1111 N. Main St. (J. D. Mitchell)

384. F. L. Smith Drug Co. Inc.
148 S. Main St. (J. B. Woodard)

KENANSVILLE—Duplin County

1262. Kenansville Drug Store
Main St. (J. E. Hatcher)

KENLY—Johnston County

387. Kenly Drug Co.
Main St. (C. E. Gillikin)

941. Talton Drug Co.
(H. P. Cogdell)

KERNERSVILLE—Forsyth County

389. Pinnix Drug Store
(J. M. Pinnix)

1461. Tri-City Pharmacy
108 S. Main St. (C. S. Brinkley)

KING—Stokes County

1227. King Drug Co.
(J. B. Sprinkle)

KINGS MOUNTAIN—Cleveland County

391. Griffin Drug Co.
127 Mountain St. (E. W. Griffin, Jr.)

392. Kings Mountain Drug Company
Battleground Rd. (C. D. Blanton)

1357. Stroupe Drug Co., Inc.
Battleground Road (L. S. Stroupe)

KINSTON—Lenoir County

394. College Street Pharmacy
1009 College St. (E. L. Bradshaw)

961. Hogan's Pharmacy
815 N. Queen St. (A. L. Hogan)

397. J. E. Hood and Co., Inc.
110 E. Gordon St. (J. C. Hood)

1418. Hood's Prescription Shop
405 Glenwood Ave. (Helen Duguid)

1222. Kinston Clinic Pharmacy
400 Glenwood Ave. (W. P. Johnson)

1095. Lenior Drug Co.
129 S. Queen St. (E. C. Buchanan)

1307. Marston Drug Co., Inc.
132 N. Queen St. (D. B. Browning)

1290. Parkview Drug Co.
Parkview (P. E. Tart)

937. Sewell's Pharmacy
121 E. Gordon St. (G. L. Sewell)

398. Standard Drug Co. No. 1
216 N. Queen St. (Robert Cohen)

399. Standard Drug Co. No. 2
Cor. Queen & Caswell Sts.
(Alden Hobbs)

1179. Standard Drug Co. No. 3
135 W. North St. (R. V. Heath)

1317. Standard Walgreen Drugs
Queen Street (Martha Ann Hobbs)

400. Temple Drug Co.
304 N. Queen St. (R. W. Smith, Jr.)

KNIGHTDALE—Wake County

402. Knightdale Pharmacy
(J. C. Stalvey)

LA GRANGE—Lenoir County

1265. La Grange Pharmacy
Caswell St. (R. L. Dewar)

LAKE WACCAMAW—Columbus County

404. Lake Drug Store*
(A. M. Johnstone, M.D.)

LANDIS—Rowan County

405. Linn-Edwards Drug Co., Inc.
(T. L. Linn)

LAURINBURG—Scotland County

406. Everington Drug Store
110 S. Main St. (W. N. Robertson)

407. J. T. Fields, Jr.
302 Main St. (J. T. Fields, Jr.)

823. Legion Drug Store
301 Main St.
(Herbert McKeithan, Jr.)

410. Scotland Drug Co., Inc.
Main St. (L. J. Lea)

LAWNDALE—Cleveland County

1442. Lawndale Drug, Inc.
Main & Casar Rd. (C. E. Jolley)

LEAKSVILLE—Rockingham County

411. Carolina Drug Co.
101 W. Washington St.
(N. H. McCollum, Jr.)

412. Chandler Drug Co.
Washington St. (E. O. Chandler)

413. Chandler Drug Co. No. 2
Blvd. St. (S. L. Martin, Jr.)

1183. Kirkpatrick Drug Co.
117 Monroe St.
(T. M. Kirkpatrick, Jr.)

LEICESTER—Buncombe County

1388. Young's Drug Store
(T. F. Young)

LENOIR—Caldwell County

1368. Arcade Pharmacy
115 S. Main St. (N. W. Sherwood)

415. Blackwelder Hospital Pharmacy
209 S. Boundary St. (C. O. Huntley)

416. Dayvault's Drug Store
133 West Ave. (F. W. Dayvault)

1379. Dula Hospital Pharmacy
Cor. Boundary and W. Ashe
(J. T. Penland)

417. Lenoir Drug Co.
(E. H. Tate)

418. McNairy's Drug Store
111 West Ave. (H. M. Deal)

LEXINGTON—Davidson County

419. City Drug Co., Inc.
E. First Ave. (M. H. Williams)

958. Community Drug Store
114 N. Main St. (G. S. White)

421. Lexington Drug Co.
16 S. Main St. (W. F. Welborn)

1037. Mann's Drug Store
114 S. Main St. (J. F. Harmon, Jr.)

422. Peoples Drug Store, Inc.
23 S. Main St. (W. A. Huntley)

LIBERTY—Randolph County

1380. Deaton Pharmacy
Swannanoa at Graham Sts.
(C. E. Deaton)

1533. Liberty Drug Co.
117 Swannanoa
(H. E. Lovett)

LILLINGTON—Harnett County

1518. Kelly's Drug Store
(W. H. Randall, Jr.)

918. LaFayette Drug Co.
(J. W. Thornton, Jr.)

LINCOLNTON—Lincoln County

1203. Crowell Hospital Pharmacy
410 S. Aspen St. (Betty Jones)

427. The Economy Drug Co.
Main St. (Jimmie Bowers)

1050. Lawing-Keziah Drug Co., Inc.
Main St. (Paul High)

429. Lincoln Cut Rate Drugs, Inc.
Main St. (E. E. Adams)

LITTLETON—Halifax County

430. Browning's Drug Store
S. Main St. (B. H. Browning)

431. Threewitt's Drug Store
(C. A. Johnston)

LOUISBURG—Franklin County

432. Boddie Drug Store
Cor. Nash and Main Sts.
(F. D. Culpepper)

434. O'Neal Drug Co.
N. Main St. (W. A. Andrews, Sr.)

1356. Pleasant's Drug Store
104 E. Nash St. (T. P. Lloyd)

435. Scoggin Drug Store
Cor. Main and Nash Sts.
(L. E. Scoggin)

LOWELL—Gaston County

436. Lowell Drug Co., Inc.
(J. E. Waldrop)

LUMBERTON—Roberson County

438. Hedgpeth Pharmacy, Inc.
4th and Chestnut Sts. (J. C. Jackson)

440. Johnson's Drug Store
4th and Elm Sts.,
(J. E. Johnson)

1501. Lumberton Drugs
419 N. Elm St. (E. G. Caldwell)

1292. Medical Arts Pharmacy
14th & Chestnut (E. N. Hoffman)

1528. North Elm Pharmacy
N. Elm & 26th Sts.
(H. N. Rogers)

1372. Pine Street Drugs., Inc.
1810 N. Pine St. (J. E. Turlington)

MADISON—Rockingham County

446. Brown-McFalls Drug Co., Inc.
106 Murphy St. (C. D. McFalls)

445. Madison Drug Co., Inc.
Cor. Market and Murphy Sts.
(C. I. Hawkins)

MAIDEN—Catawba County

447. Campbell's Drug Store
Main St. (H. T. Campbell)

MANTEO—Dare County

975. Fearings, Inc.
(M. K. Fearing, Jr.)

MARION—McDowell County

451. Evans Rexall Drugs
12 S. Main St. (J. E. Evans)

1531. Service Pharmacy
Cor. Railroad & S. Main Sts.
(J. H. Lowder)

542. Streetman Drug Co.
31 Main St.
(Kermit Wells)

1541. Tainter's
Main Street (James Segars)

MARSHALL—Madison County

454. Moore's Pharmacy
(P. H. Dinwiddie)

1480. Roberts Pharmacy
Main St. (E. L. Niles)

MARS HILL—Madison County

1289. Community Medical Center Pharmacy
1 Chestnut Street (W. P. Powell)

1520. Mars Hill Pharmacy
Main Street (L. W. Aiken)

MARSHVILLE—Union County

457. Guion's Drug Store
Main and Elm Sts. (H. N. Guion)

458. McBride's Drug Store
Main St. (T. L. McBride)

459. Union Drug Store
(Phil Gaddy)

MAXTON—Robeson County

461. Austin-Gilbert Drug Co.
(L. M. Gilbert, Jr.)

980. Rice's Drug Store
(L. D. Rice)

MEBANE—Alamance County

463. Carolina Drug Company
111-115 E. Center St. (J. S. White)

464. Mebane Drug Co.
111 N. Fourth St. (D. F. White)

465. Warren's Drug Store
114 W. Clay St. (C. S. Oakley)

MICRO—Johnston County

466. Hinnant Drug Co.*
(D. M. Hinnant, M.D.)

MIDWAY PARK—Onslow County

888. Ketchum Drug Co., Inc.
Shopping Center (H. R. Simmons)

MOCKSVILLE—Davie County

468. Hall Drug Co.
N. Main St. (R. B. Hall)

469. Wilkins Drug Co., Inc.
Court Square (R. W. Collette)

MONROE—Union County

470. Gamble Drug Store
317 N. Main St.
(J. P. and C. F. Gamble)

471. Jones Drug Co., Inc.
218 N. Main St. (Dolan Jones)

472. Secrest Drug Company, Inc.
101 W. Franklin St.
(V. V. Secrest, Jr.)

473. Wilson Drug Co., Inc.
118 N. Main St. (C. A. Wilson)

MOORESVILLE—Iredell County

1162. Geo. C. Goodman Co.
1 N. Main (L. W. London)

1206. Medical Centre Pharmacy
Statesville Ave. (J. T. Gardner)

476. Miller Drug Co., Inc.
152 N. Main St. (S. H. Price)

857. Mooresville Drug Company
287 N. Main St. (C. M. Crowell, Jr.)

MOREHEAD CITY—Carteret County

1316. Carteret Drug Store
1207 Arendell St. (D. S. Pigott)

478. Morehead City Drug Co.
815 Arendell St.
(C. R. Robinson)

MORGANTON—Burke County

1403. Community Pharmacy, Inc.
401 S. King St. (G. B. Propst)

480. Cornwell Drug Company
Union St. (W. D. Allen)

481. Kibler Drug Co., Inc.
115 W. Union St.
(R. E. Kibler)

482. Phillips Drug Co.
120 N. Sterling St. (W. P. Phillips)

483. Spake Pharmacy
100 Sterling St. (Z. L. Finger)

1041. Whiteley's Pharmacy
136 Union St. (I. C. Whiteley)

MORVEN—Anson County

484. Morven Drug Co., Inc.
Main St. (L. L. Williams)

MOUNT AIRY—Surry County

485. Hollingsworth Drug Co.
243 N. Main St. (A. B. Macon)

487. Lamm Drug Co.
175 N. Main St. (L. M. Lamm)

1266. Square Pharmacy
South & Pine Sts. (J. H. Baker)

1543. Turnmyre's Drug Store
N. Main St. (W. A. Johnson)

489. W. S. Wolfe Drug Co.
55 S. Main St. (W. S. Wolfe)

MOUNT GILEAD—Montgomery County

490. Cochran-Ridenhour Drug Co.
Main St. (D. G. Ridenhour)

MOUNT HOLLY—Gaston County

984. Charlie's Drug Sundries, Inc.
100 South Main St.
(R. F. Ponder)

491. Holland Drug Co.
101 N. Main St. (W. F. Holland)

1454. Summey Drug Co., Inc.
107 S. Main St. (P. B. Summey)

MOUNT OLIVE—Wayne County

1075. Clinic Drug Co.
210 N. Center St. (S. B. Boyd)

493. Glenn & Martin Drug Co.
101 S. Center St. (J. S. Glenn)

494. Lewis Drug Co.
Center St. (W. K. Lewis)

MOUNT PLEASANT—Cabarrus County

495. A. W. Moose Co.
(H. A. Moose)

MURFREESBORO—Hertford County

496. Murfreesboro Pharmacy, Inc.
(P. R. Jenkins)

MURPHY—Cherokee County

497. The Mauney Drug Co.
100 N. Valley River Ave.
(W. M. Mauney)

498. Parker's Drug Store
100 S. Valley River Ave.
(R. S. Parker)

NASHVILLE—Nash County

1483. Nashville Drug Co.
301 W. Washington St.
(B. A. Williams)

1296. Ward Drug Co.
320 W. Washington St.
(R. A. Paramore)

NEW BERN—Craven County

501. Joe Anderson's Drug Store
901 Broad St. (Joe Anderson)

1326. Boger-Ball Drug Store
1515 National Ave. (R. A. Boger)

502. Bynum's Drug Store
240 Middle St. (C. W. Bynum)

872. City Drug Store
202 Middle St. (M. B. Langston, Jr.)

503. Clark's Drug Store of
New Bern, N. C., Inc.

Broad and Middle Sts.
(L. E. Gilbert, Jr.)

505. Hill's Five Points Drug Store
1006 Broad St. (G. L. Hill, Sr.)

506. Pinnix Drug Store
Hancock & Queen Sts.
(W. M. Pinnix)

1507. Stanton's Pharmacy
405 Broad Street (W. H. Stanton)

507. Tony's Drug Store
1114 Queen St. (T. A. Libbus)

NEWTON—Catawba County

833. City Pharmacy
College and A Sts. (E. B. Clapp)

510. H. & W. Drug Co.
12 First St. (Edward Haupt)

NEWTON GROVE—Sampson County

1234. Newton Grove Drug Co.
(A. S. Parrish)

NORLINA—Warren County

512. Walker Drug Co., Inc.
Main St. (H. W. Walker)

NORTH WILKESBORO—Wilkes County

514. R. M. Brame & Sons
833 B St. (P. A. Brame)

515. Horton's Drug Store
B St. (J. P. Horton)

516. North Wilkesboro Drug Company
820 B Street (Billie J. Stringfield)

517. Red Cross Pharmacy
224 Tenth St. (R. M. Brame, Jr.)

1395. Wilkes Drug Co.
B and 9th Sts. (O. H. Lyon)

NORWOOD—Stanly County

519. Norwood Drug Co.
Main St. (A. D. McNeill)

OAKBORO—Stanly County

1421. Tollison's Pharmacy
Main St. (R. B. Tollison)

OLD FORT—McDowell County

522. Old Fort Drug Co.
Main St. (W. R. Griffin)

OTEEN—Buncombe County

1086. Oteen Drug Store
U. S. H'wy. No. 70 (W. P. Lamore)

OXFORD—Granville County

523. Hall's Drug Store
125 Main St. (J. P. Hall)

1537. Hall's Drug Store #2
College St. Extension
(S. C. Hall)

524. Herring & Williams
111 Williamsboro St. (E. S. Powell)

1377. Jones Drug Store
Hillsboro St. (C. F. Jones., Jr.)

525. Lyon Drug Co.
112 College St. (D. P. Robinson)

526. Williams Drug Co.
101 College St. (L. R. Creech)

PARKTON—Robeson County

527. Gram Drug Co.*
(D. S. Currie, M.D.)

PEMBROKE—Robeson County

926. Rogers Drug Store
(W. L. Rogers)

PIKEVILLE—Wayne County

1133. Pikeville Drug Store
Railroad and Main Sts.
(A. M. Hicks)

PILOT MOUNTAIN—Surry County

530. Smith Drug Store
Main St. (O. W. Smith)

1394. Surry Drug Company
124 W. Main St. (J. D. Stone)

PINEHURST—Moore County

532. Carolina Pharmacy, Inc.
(W. R. Viall, Jr.)

PINE LEVEL—Johnston County

533. Godwin Drug Company
(C. F. Godwin)

PINETOPS—Edgecombe County

1190. Service Drug Store
Main St. (J. S. Williford)

PINEVILLE—Mecklenburg County

534. Pineville Drug Co.
Main St. (R. C. Hair)

PINK HILL—Lenoir County

1124. Brewer Drug Co.
(Marsha Brewer)

PITTSBORO—Chatham County

536. McCrimmon Drug Company
(D. G. McCrimmon)

PLEASANT GARDEN—Guilford County

1455. Pleasant Garden Drug Store
(V. F. Smith)

PLYMOUTH—Washington County

538. E. G. Arps
Water St. (E. G. Arps)

539. Womble Drug Co.
2 Water St. (L. N. Womble)

PRINCETON—Johnston County

541. Woodard Drug Store
(B. P. Woodard)

RAEFORD—Hoke County

542. Hoke Drug Co.
Main St. (W. N. Coley)

927. Howell Drug Company
Main St. (W. L. Howell, Jr.)

RALEIGH—Wake County

572. Arnold Rexall Drugs
3025 Hillsboro St. (B. D. Arnold)

545. Brantley & Sons, Inc.
508 Hillsboro St. (J. C. Brantley, Jr.)

1551. Brookside Pharmacy
1034 Brookside Rd. (R. A. Smith)

546. Central Drug Store
317 S. Swain St. (R. E. Wimberley)

547. City Drug Store
135 E. Martin St. (W. L. Johnson)

549. College Court Pharmacy
1900 Hillsboro St. (P. Fullenwider)

550. Community Drug Store
600 S. Blount St. (J. T. Hamlin)

1400. Cromley's Drug Store
408 Fayetteville St.
(R. I. Cromley)

1171. Cromley's Pharmacy
1902 Bernard St. (O. A. Elmore)

561. Dodd Drug Co.
311 S. Wilmington St. (C. N. Dodd)

552. Eckerd Drugs, Inc.
222 Fayetteville St. (C. L. Futrell)

1497. Hamlin's Drug Co., Inc.
118 E. Hargett St. (J. M. Johnson)

563. Hayes-Barton Pharmacy
2000 Fairview Rd. (W. L. Scarboro)

1012. Johnson's Pharmacy
2519 Fairview Road
(T. H. Johnson)

1338. Kerr Drugs, Inc.
2017 Cameron St. (W. H. Wilson)

1336. Longview Pharmacy
2008 New Bern Ave.
(L. H. Crumpler)

551. Melvin's Pharmacy
1217 Hillsboro St. (B. R. Murray)

1306. Melvin's Pharmacy
2905 Essex Circle-Glenwood Village
(G. H. Britt)

1003. Person St. Pharmacy
620 N. Person St. (N. T. Taylor)

564. Pine Drug Company
600 W. South St. (W. R. Johnson)

1481. Professional Pharmacy
123 W. Hargett St. (Jean Provo)

566. Rex Hospital Pharmacy
1311 St. Mary's St. (H. G. Price)

568. Saunders Street Pharmacy
315 Glenwood Ave. (Reginald Hamlet)

1117. Village Pharmacy
447 Daniels St. (Ben Harward)

570. Walgreen Co.
200 Fayetteville St. (Fred Wolson)

571. Walton's Pharmacy, Inc.
100 W. Jones St. (R. C. Walton)

RAMSEUR—Randolph County

573. Ramseur Pharmacy, Inc.
(C. R. Whitehead)

RANDLEMAN—Randolph County

574. Economy Drug Co.
Main St. (H. Q. Ferguson)

1168. Randleman Drug Company
104 Main St. (A. F. Morris)

RED SPRINGS—Robeson County

577. Red Springs Drug Co.
Main St. (R. B. Grantham)

578. Townsend's Pharmacy
111 Main St. (R. M. Ammons)

REIDSVILLE—Rockingham County

830. Carolina Apothecary
219 Gilmer St. (W. G. Dudley, Jr.)

1414. Dailey's Drug Store
218 Gilmer St. (W. E. Davis)

580. Link Bros. Pharmacy
118 S. Scales St. (F. P. Link)

581. Mann's Drug Store
Scales and Gilmer Sts.
(Donald French)

1502. Reidsville Drug Store
108 W. Market St. (T. R. Gatling)

RICHLANDS—Onslow County

1428. Hood's Drug Store
W. Hargett St. (India Hood)

RICH SQUARE—Northampton County

583. Bolton's Drug Co.
(R. B. Bolton)

ROANOKE RAPIDS—Halifax County

1451. Franklin Street Pharmacy
Cor. 8th & Franklin Sts.
(J. C. Robinson, Jr.)

584. Griffin Drug Co., Inc.
1008 Roanoke Ave. (Octavus Griffin)

1441. Roanoke Pharmacy Co., Inc.
199 Roanoke Ave. (W. P. Taylor)

587. Rosemary Drug Co., Inc.
1017 Roanoke Ave. (A. N. Martin)

588. Savage's Drug Store
1018 Roanoke Ave. (M. C. Savage)

1361. Timberlake's Drug Store
215 Roanoke Ave. (Harry Timberlake)

ROBBINS—Moore County

589. Johnson-Puckett Drug Co.
(R. H. Johnson)

949. Tar Heel Drug Company
(W. M. Puckett)

ROBBINSVILLE—Graham County

590. Ingram's Drug Store*
(J. E. Parks, M.D.)

ROBERSONVILLE—Martin County

592. David Grimes Drug Co.
Main St. (G. D. Grimes)

ROCKINGHAM—Richmond County

593. Bristow Drug Co.
132 E. Washington St.
(E. B. Bristow)

1011. Federal Pharmacy
118 S. Hancock St. (G. W. Honeycutt)

594. Fox Drug Company, Inc.
114 E. Washington St.
(W. L. Johnson)

ROCKWELL—Rowan County

595. Rockwell Drug Company
(M. R. Barnhardt)

ROCKY MOUNT—Nash County

1519. Almand's Drug Store
130 S. Main St. (E. C. Speight)

597. Burnett Drug Company
140 E. Thomas St. (B. J. Burnett)

599. Douglas-Armstrong Drug Co.
201 N.E. Main St. (W. E. Armstrong)

600. H. L. Hicks Drug Co.
234 S. Main St. (W. S. Johnson)

602. Matthews Drug Store
334 S. Main St. (J. S. Pierce)

1298. May & Gorham, Inc.
132 Tarboro St. (L. W. Murphrey)

1048. Park View Hospital Pharmacy
404 Falls Rd. (J. J. Gerlinger)

604. I. W. Rose Drug Co.
112 N. Main St. (J. O. Knight)

971. Standard Pharmacy
124. Sunset Ave. (W. B. Tyson)

1220. The Sunset Pharmacy
Cor. W. Thomas & Bryant St.
(J. P. Burnett, Jr.)

606. Thompson Pharmacy
365 Falls Road (L. F. Parrish)

ROLESVILLE—Wake County

1021. Alderman's Drug Store
(J. L. Alderman)

ROSEBORO—Sampson County

608. Davis Pharmacy
(McDonald Davis, Jr.)

609. Tart and West Druggists
(W. L. West)

ROSE HILL—Duplin County

1358. Sam's Drug Store
E. Church St. (S. M. Cavanaugh)

ROWLAND—Robeson County

611. Curtis Drug Co.
Main St. (R. H. Curtis)

1410. Drug Center
Main St. (C. D. Webster)

ROXBORO—Person County

613. Adair Drug Store
Highway 501 North (N. W. Adair)

1445. Cole's Pharmacy
S. Main St. (A. F. Cole, Jr.)

614. Hambrick, Austin & Thomas
109 Main St. (W. W. Allgood)

1381. Thomas Drugs
304 Reams Ave. (E. E. Thomas)

616. Thomas & Oakley
Main St. (C. H. Oakley)

RURAL HALL—Forsyth County

1013. Warren's Drug Store
(B. G. Warren)

RUTHERFORDTON—Rutherford County

618. Rutherford Drug Co.
223 N. Main St. (J. E. Cash)

619. Sloan Drug Co.
205 N. Main St. (R. R. Sloan)

1471. Smith's Drug Store, Inc.
217 N. Main St. (A. R. Bridges)

SAINT PAULS—Robeson County

1175. Brisson Drugs
123 W. Broad St. (Edward Brisson)

681. St. Pauls Drug Company, Inc.
200 W. Broad St. (D. D. Sparkman)

SALISBURY—Rowan County

1339. Bailey Drug Co., Inc.
100 S. Main St. (J. R. Trotter)

1424. Doctors Building Drug Co.
828 W. Henderson St.
(D. A. Thompson)

988. Fulton St. Pharmacy
916 S. Fulton St. (J. W. Compton)

987. Innes Street Drug Company
Wallace Building
(E. R. Fuller)

1510. The Innes St. Drug Co., #3
West Innes St.
Ketner Shopping Center
(Billie Pittman)

624. Main Drug Co., Inc.
128 N. Main St. (L. B. Joiner)

1062. The Medical Center Pharmacy
Barker St. & Mocksville Ave.
(G. R. Talbert)

626. Purcell Drug Co.
111 W. Innes St. (D. C. Purcell)

627. Purcell Drug Co. No. 2
101 N. Main St. (S. M. Purcell, Jr.)

1264. Rowan Memorial Hospital Pharmacy
612 Mocksville Ave. (O. J. Rodgers)

986. Salisbury Pharmacy, Inc.
126 W. Innes St. (J. W. Williamson)

SANFORD—Lee County

629. Acme Drug Co.
148 Steele St. (A. W. Palmer)

1527. Center Walgreen Agency Drugs
Jonesboro Heights (E. M. Watson)

630. John's Pharmacy
132 Carthage St. (J. A. Terrell)

376. Jonesboro's Lee Drug Store
114 E. Main St. (R. N. Watson)

632. Lee Drug Store
101 S. Steele St. (Joe Lazarus)

1311. Mann's Drug Store of Sanford, N C.
137-139 Wicker St. (H. C. Greeson)

SARATOGA—Wilson County

634. Saratoga Drug Co.*
(C. S. Eagles, M.D.)

SCOTLAND NECK—Halifax County

635. Hall's Drug Store
108 S. Main St. (C. C. Turner, Jr.)

637. McDowell's
104 N. Main St. (N. O. McDowell)

SEABOARD—Northampton County

903. Community Drug Store*
Main St. (J. W. Parker, M.D.)

SELMA—Johnston County

639. Selma Drug Co., Inc.
Anderson and Raeford Sts.
(W. H. Creech)

640. Woodard & Creech Drug Co., Inc.
Raeford and Waddell Sts.
(W. G. Creech)

SHALLOTTE—Brunswick County

641. Coastal Drug Store
(E. A. Smith)

SHELBY—Cleveland County

643. Cleveland Drug Co.
10 S. Lafayette St. (H. T. Horsley)

1224. Cornwell Drug Co.
N. Lafayette St. (R. W. Kiger)

647. Shelby Drug Co., Inc.
312 S. Washington St. (R. R. Wells)

953. Smith's Drug Store
4 E. Warren St. (W. S. Gregory)

644. Suttle's Drug Store
7 N. Lafayette St. (G. H. Anders)

646. Paul Webb & Son
109 N. Lafayette St.
(Paul Webb, Jr.)

SILER CITY—Chatham County

649. Siler City Drug Company
101 S. Chatham Ave. (F. G. Brooks)

650. Taylor Drug Store
102 E. Raleigh St. (C. L. Snypes)

SMITHFIELD—Johnston County

1151. Creech's Pharmacy
South 3rd St. (J. L. Creech)

1396. Fleming Pharmacy
202 Market St. (O. G. Fleming)

652. Hood Brothers, Inc.
Market and Third Sts. (W. D. Hood)

655. Upchurch Pharmacy
Third and Market Sts.
(M. T. Upchurch)

SOUTHERN PINES—Moore County

656. Broad Street Pharmacy
146 Broad St. (Joe Montesanti, Jr.)

657. Sandhill Drug Co.
Broad St. (T. R. Cole)

837. Southern Pines Pharmacy
Broad St. (Graham Culbreth)

SOUTHPORT—Brunswick County

1513. Watson's Pharmacy Co.
Moore St. (R. M. Willis)

SPARTA—Alleghany County

1061. B & T Drug Company
(T. R. Burgiss)

1093. Halsey Drug Co.
(W. B. Halsey)

SPENCER—Rowan County

1508. Bailey Rexall Drug Store, Inc.
108 4th Street
(B. C. Lindsay)

1275. Rowan Drug, Inc.
500 Salisbury Ave. (P. W. Miller)

SPINDALE—Rutherford County

663. Spindale Drug Co.
101 W. Main St. (J. G. Davis)

SPRAY—Rockingham County

1238. Spray Drug Co.
Canal St. (O. W. Mills)

665. Tri-City Pharmacy
533 Morgan St. (Culas Roberson)

SPRING HOPE—Nash County

666. Southside Pharmacy
Pine St. (Augustus Neville, Jr.)

SPRUCE PINE—Mitchell County

667. Day's Drug Store
(H. V. Day)

668. Spruce Pine Pharmacy
(R. D. Banner)

STANLEY—Gaston County

1121. Stanley Drug Company
Main St. (G. S. Coble)

STANTONSBURG—Wilson County

669. Stantonsburg Drug Co.
Main St. (Kenneth Edwards)

STAR—Montgomery County

670. Wallace Drug Store
(A. C. Wallace)

STATESVILLE—Iredell County

1204. Dingler's Drug Store
1321 W. Front St. (K. L. Dingler)

671. Fisher Drug Co.
436 Western Ave. (Lester Fisher)

673. Holmes Drug Co., Inc.
101 E. Broad St. (W. A. Sappenfield)

674. Logan Stimson & Son
123 W. Front St. (J. H. Stimson)

675. Purcell Drug Co., Inc.
111 E. Broad St. (L. W. MacKesson)

1360. Statesville Drug Company, Inc.
101 S. Center (B. S. Goode)

STOKESDALE—Guilford County

1084. Smith's Drug Store
(J. G. Smith)

STONEVILLE—Rockingham County

678. Stoneville Drug Store*
(Dr. J. F. Fulp)

STOVALL—Granville County

679. Puckett Drug Co.
(U. S. Puckett)

SUMMERFIELD—Guilford County

1433. Summerfield Drug Store
(V. H. Richardson)

SWANNANOA—Buncombe County

1538. Ward's Drug Store
Alexander St. (W. S. Ward)

SYLVA—Jackson County

683. Hooper Drug Store
Main St. (F. L. Hooper)

921. Professional Drug Store
Main St. (Bjorn Ahlin)

933. Sylva Pharmacy
Main St. (R. A. Rankin)

SWANSBORO—Onslow County

1534. Ennett's Pharmacy
9 Front Street (W. B. Ennett)

TABOR CITY—Columbus County

917. Dameron Drug Store
Fifth St. (H. G. Dameron)

685. Harrelson's Pharmacy
R. R. Street (W. H. Harrelson)

TARAWA TERRACE—Onslow County

1276. Almand's Drug Stores, Inc.
Tarawa Terrace Shopping Center
(H. O. Kight)

TARBORO—Edgecombe County

1517. Edgecombe Drug Company, Inc.
332 Main St. (W. D. Moore)

691. Moore's Pharmacy
301 Main St. (M. A. Moore)

692. Tarboro Drug Company
421 Main St. (L. R. Bell)

834. Taylor's Pharmacy
110 W. Granville St. (H. R. Taylor)

1274. Thorne's Drug Co.
1510 N. Main St. (W. D. Bryan)

689. E. V. Zoeller & Co.
403 Main St. (E. H. Ward)

TAYLORSVILLE—Alexander County

693. The People's Drug Store
Main St. (R. B. Campbell)

1435. Town and Country Drugs
Main St. (R. B. Campbell, Jr.)

THOMASVILLE—Davidson County

694. Mann's of Thomasville, N. C., Inc.
2-4 E Main St. (G. F. Murr)

695. Poole's Drug Store
26 W. Main St. (L. B. Poole)

1140. Thomasville Drug Company
20 Salem St. (H. E. Smith)

1211. Thomasville Prescription Service
52 Salem St. (D. R. H. Fisher)

TRENTON—Jones County

697. Trenton Drug Co.*
(Thomas Vassey, M.D.)

TROUTMAN—Iredell County

698. Troutman Drug Store
(J. C. Gabriel)

TROY—Montgomery County

699. Standard Drug Co.
Main St. (R. L. White)

1429. Troy Drug Co.
401 N. Main St. (J. R. Harrison)

TRYON—Polk County

701. Missildine's Pharmacy
(J. C. C. Foster)

702. Owen's Pharmacy
Trade St. (F. R. Owen)

VALDESE—Burke County

826. Rock Drug Store
225 W. Connelly St.
(L. R. Burris, Sr.)

1045. Valdese General Hospital Pharmacy
(W. J. Miller)

VARINA—Wake County

705. Thomas' Pharmacy
Broad St. (W. G. Thomas, Sr.)

VASS—Moore County

1063. Vass Drug Store
Main St. (W. L. Cameron)

WADESBORO—Anson County

707. Fox & Lyon
1 W. Trade St. (R. P. Lyon)

708. Parsons Drug Co., Inc.
2 S. Green St. (W. C. Bias)

WAGRAM—Scotland County

709. Wagram Drug Store*
(E. C. Womble, M.D.)

WAKE FOREST—Wake County

911. Edwards' Pharmacy
101 S. White St. (G. B. Edwards)

711. T. E. Holding & Co.
White St. (K. E. Handy)

WALLACE—Duplin County

951. Gowan Drug Co.
(S. W. Gowan)

1475. Graham Drug Co.
Main St. (L. I. Graham)

713. Wallace Drug Company, Inc.
(Lloyd Whaley)

WALNUT COVE—Stokes County

1312. Ray's Drug Store
Main St. (A. A. James)

WALSTONBURG—Green County

1087. Jenkins Drug Store
(Sam Jenkins)

WARRENTON—Warren County

1460. Boyce Drug Company
Main St. (W. F. Farmer)

717. Hunter Drug Co., Inc.
240 S. Main St. (Alpheus Jones, Jr.)

WARSAW—Duplin County

960. Clark's Drug Store
E. College St. (G. E. Clark)

718. Warsaw Drug Co.
E. Railroad St. (B. C. Sheffield, Jr.)

WASHINGTON—Beaufort County

724. S. B. Etheridge Drug Store
169 W. Main St. (S. B. Etheridge)

721. Tayloe Drug Company
239 W. Main St. (J. P. Tunstall)

722. Welch's Drug Store
100 W. Main St. (W. D. Welch, Jr.)

1549. Whitford Drug Co.
Market & Second Sts.
(C. P. Whitford)

WAYNESVILLE—Haywood County

844. Curtis Drug Store
201 Main St. (T. E. Curtis)

1229. Dan's Drugs, Inc.
307 Main St. (S. A. Dantzler)

1153. Smith's Drugs, Inc.
226 Main St. (H. V. Morris)

WEAVERVILLE—Buncombe County

1270. Weaverville Drug Co.
Main St. (C. E. Ingle)

WELDON—Halifax County

728. Selden's Pharmacy
123 Washington Ave. (J. S. Selden)

729. Terminal Drug Store
19 W. First St. (D. B. Cooke)

1167. Weldon Drug Co.
112 Washington Ave.
(J. K. Turner, Jr.)

WENDELL—Wake County

1438. Nowell's Drug Store
Cor. Main & 3rd Sts. (Chas. Hicks)

731. Wendell Drug Company
Main and Third Sts. (P. C. Brantley)

WEST END—Moore County

1277. Youngblood's Drug Store
(Frances Youngblood)

WEST JEFFERSON—Ashe County

741. Graybeal's Drug Store
Jefferson Ave. (D. M. Shepherd)

1103. Roberts' Drug Store
Jefferson Ave. (B. N. Austin)

WHITAKERS—Edgecombe County

742. Burnett's Drug Store
Main St. (J. P. Burnett)

WHITEVILLE—Columbus County

743. Columbus Drug Store
629 S. Madison St. (G. G. Oliver)

745. Guiton's Drug Store
801 Madison St. (G. D. Hege)

746. J. A. McNeill & Sons
612 S. Madison St. (J. A. McNeill)

901. Simmons Drug Co., Inc.
Court House Square (T. Q. Owens)

1208. Simmons Drug Co., Inc.
104 E. Main St. (N. R. Gross)

WILKESBORO—Wilkes County

1136. The Peoples Drug Store of
Wilkesboro, Inc.
Main St. (J. P. Horton, Jr.)

WILLIAMSTON—Martin County

750. Warren H. Biggs Pharmacy
107 W. Main St. (W. H. Biggs)

748. Clark's Pharmacy, Inc.
142 W. Main St. (C. B. Clark, Jr.)

749. Davis Pharmacy
150 Main St. (D. R. Davis)

1135. Martin General Hospital Pharmacy
Liberty St. (W. A. Williams)

WILMINGTON—New Hanover County

1468. Cape Fear Pharmacy
5307 Wrightsville Ave.
(M. E. Merrit)

963. Center Drug Co., Inc.
1706 Dawson St. (H. W. Greene)

1268. Coley's Pharmacy
615 Greenfield St.
(J. V. Thompson)

753. Futrelle's Pharmacy
129 Princess St. (A. G. Millican)

754. Green's Drug Store
109 Market St. (C. F. Green)

1199. Hall's Drug Store
421 Castle St. (J. M. Hall, Jr.)

1149. Henriksen's Pharmacy
4713 Oleander Drive
(H. E. Henriksen)

1219. Jarman's Pharmacy
16th and Market Sts. (G. L. Carroll)

751. Lane's Brooklyn Pharmacy
902 N. 4th St. (Luther White)

1401. Morton's Service Drug Store
802 Market St. (W. A. Morton)

1536. Peoples Drug Company
1122 N. 4th Street (J. C. Edwards)

1332. Professional Pharmacy
Cor. 10th & Grace Sts. (H. B. Sauls)

762. Saunders Drug Store
116 N. Front St. (A. D. Walker)

1493. Saunders Drug Store-Market St. Store
1608 Market St. (W. R. Roycroft)

878. Seashore Drugs
2603 S. Front St. (G. O. Tripp)

851. Shew's Drug Store
105 S. 46th St. (H. T. Bishop)

764. Southside Drug Co.
101 Castle St. (E. S. Benson)

1459. The Standard Pharmacy of
Wilmington, Inc.
203 N. Front St. (L. A. Odom)

766. Toms Drug Co.
Front and Market Sts. (E. R. Toms)

1349. Turner's Drug Store
Bryants N. 17 (G. W. Turner)

1252. Walgreen Co.
226 N. Front St.
(V. J. Lindenschmidt)

904. James Walker Memorial
Hospital Pharmacy
10th & Rankin Sts. (M. E. Underwood)

WILSON—Wilson County

768. Bissette's Drug Store No. 1
114 E. Nash St. (Paul Bissette, Jr.)

769. Bissette's Drug Store No. 3
132 S. Goldsboro St. (W. Y. Whitley)

1505. Easley Drug Store
527 E. Nash St. (Willa V. Easley)

1237. Fairview Pharmacy
Fairview Ave. (J. P. David)

770. Herring's Drug Store
211 E. Nash St. (N. B. Herring)

771. Morrison's Drug Store
121 N. Douglas St.
(B. P. Morrison)

773. Terminal Drug Store
408 E. Nash St. (T. J. Moore)

1259. Thomas Drug Store
303 W. Nash St. (H. G. Thomas)

774. Wilson Drug Co., Inc.
114 S. Tarboro St. (G. A. Eatman)

WINDSOR—Bertie County

776. Pugh's Pharmacy
King St. (E. S. Pugh)

777. Windsor Pharmacy Company, Inc.
King St. (W. B. Gurley)

WINSTON-SALEM—Forsyth County

1052. Acadia Pharmacy
301 Acadia Ave. (H. F. Pulliam)

778. Acme Drug Store
1427 E. Eleventh St. (I. B. Hall, Jr.)

1217. Andrews Pharmacy
1308 S. Hawthorne Rd.
(J. P. Andrews)

1272. Atlantic Pharmacy
301 N. Church St. (J. D. Quick, Jr.)

781. Bobbitt's College Pharmacy, Inc.
100 Lockland Ave. (E. J. Rabil)

783. Bobbitt's Pharmacy, Inc.
4th and Main Sts. (A. B. Bobbitt)

809. City Memorial Hospital Pharmacy
1 Hospital St. (Virginia Caudle)

1066. Cox Pharmacy
College Village (R. O. Cox)

1067. Eckerd Drugs, Inc.
420 N. Trade St. (W. A. Simmons)

1387. Eckerd's of Winston-Salem, Inc.
240 S. Stratford Rd. (J. S. Holland)

1116. Economy Pharmacy
2500 N. Liberty St. (H. C. Mayberry)

1314. Flynn's Drug Store
11 E. Clemmonsville Road
(A. R. Johnson)

1408. Gordon Manor Pharmacy
4001 W. 1st St. (R. A. Russell)

793. Rufus Hairston's Drug Store
100 E. Church St. (R. S. Hairston)

939. Hutchins' Cloverdale Pharmacy
Cloverdale at Miller (J. A. Hutchins)

1364. Model Pharmacy
562. Patterson Ave. (F. L. Douglas)

788. Nissen Drug Co., Inc.
308 West 4th St. (C. B. McKenzie)

819. North Carolina Baptist Hospital Pharmacy
S. Hawthorne Rd. (E. W. Rollins)

1397. Ogburntown Pharmacy
4218 N. Liberty Ext. (W. M. Howard)

789. E. W. O'Hanlon, Inc.
402 N. Liberty St. (M. V. Williams)

1478. Old Town Pharmacy
Old Town-Rt. 1 (J. H. Wilson)

1523. Parkview Pharmacy
Cor. Nicholson & Kernersville Roads
(A. C. Dollar)

790. Patterson Drug Company, Inc.
112 W. 4th St. (L. M. Myers)

1525. Patterson's Stratford Pharmacy, Inc.
141 S. Stratford Rd. S.W.
(Wm. C. Brantley)

989. Professional Building Pharmacy, Inc.
2240 Cloverdale Ave. (H. S. Fox)

792. Read's Drug Co.
431 N. Liberty St. (H. H. Herndon)

1129. Kate Bitting Reynolds Memorial Hospital Pharmacy
1101 E. 7th St. (C. M. Neely)

795. Standard Drug Co., Inc.
504 N. Trade St. (K. W. Davis)

1273. Stonestreet Drug Co.
2230 N. Patterson Ave.
(D. H. Stonestreet)

1001. Summit Street Pharmacy, Inc.
454 West End Blvd. (W. A. Gilliam)

797. Swaney Drug Store No. 1
2112 Lexington Rd. (C. A. Swaney)

801. Walgreen Co.
201 4th St. (L. E. Ferguson)

804. The York Drug Company
441 N. Trade St. (Benard Davis)

WOODLAND—Northampton County

1546. Bolton Drug Co.
(J. C. Bolton, III)

YADKINVILLE—Yadkin County

1231. Knight Drugs
(J. E. Knight)

1319. Yadkin Drug Store
Main St. (E. J. Mazzolini)

YANCEYVILLE—Caswell County

806. Yanceyville Drug Co.
(T. J. Ham, Jr.)

ZEBULON—Wake County

1285. Morgan Drugs
Arrendell Ave. (G. D. Morgan)

808. Zebulon Drug Company, Inc.
(E. C. Daniel)



"WHAT'S THIS PRESCRIPTION FOR?"

When you ask your pharmacist to tell you, on the basis of your prescription, what your illness is, you ask him a question to which you should not expect an answer.

Many important drugs prove useful in a variety of diseases. The use of a certain drug in your prescription may not serve, therefore, as an exact clue to the nature of your illness. Quinine, for example—long known for its qualities in combatting dreaded malaria—has frequently been prescribed in treating other conditions. Then, too, some drugs are known to counteract specific symptoms only, while the same symptoms may be observed in more than one type of illness. The doctor who examined you and diagnosed your condition will have given you all the necessary information. It is not within the pharmacist's province to diagnose illness. His is the task of preparing the prescribed medication in a manner that will be the most effective. His scientific training enables him to overcome chemical or physical incompatibilities that may present themselves in a mixture of various ingredients.

Your pharmacist's skill makes sure that each dose of the finished product will contain the exact amount of the drugs your doctor intends you to have.—*Reprinted from a copyrighted advertisement published by Parke, Davis & Company, Detroit 32, Michigan.*



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Decorate your store for Gifts Galore. Set up your Lionel Diesel Train display. **Feature all the eye-catching Gifts** Galore promotional material. Make your store stand out and you'll pull in your biggest Christmas profits ever. Dress up your store *now* for Gifts Galore!

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CAROLINA ROOM

NOV 1 4 1958



The Carolina JOURNAL OF PHARMACY

Volume XXXIX NOVEMBER, 1958 Number 11


Another New Drug-Store Exclusive...by Lilly
New MI-CEBRIN® T
with B_{12} absorption booster
(vitamin-minerals therapeutic, Lilly)
THE EXTENDED-RANGE THERAPEUTIC VITAMIN-MINERAL TABLET
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BRIGHT STAR PARTY TRAY
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Assorted Hard Candies
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OLD FASHIONED
CHOCOLATE DROPS
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We Wish You the Merriest Christmas

We're sending this Greeting in September because this is the time to insure a Merry and Profitable Christmas season in fine candies.

Your Nunnally representative has the most exciting and colorful array of Christmas boxes and novelties in the candy world. See him for the complete line designed with sales appeal in mind. He can insure you of a Happy Holiday.

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The Carolina
JOURNAL OF PHARMACY

November, 1958
VOL. XXXIX No. 11

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Merger Offers Interesting Possibilities

This fall two developments of special interest to pharmacists, with implications of far-reaching significance have taken place: First, the proposed merger of the R. J. Reynolds Tobacco Company and the Warner-Lambert Company. Secondly, the transfer of The Richardson Corporation (closely allied with Vick) from New York to Greensboro.

In recent years a movement has been underway to attract a major pharmaceutical manufacturing company to North Carolina. While efforts in that direction have not been successful, some interest has been expressed by a number of the larger pharmaceutical houses.

So far, the campaign has been pointed in the direction of a tie-in program with The Research Triangle, now in its initial stages. The Triangle offers many advantages but we will mention only one: over 800 Ph.D.'s reside in the area—specialists (some nationally known) in practically all fields of endeavor.

The merger of Warner-Lambert with Reynolds and the increased activity of The Richardson Corporation in Greensboro offer interesting possibilities for expansion of one or more of the pharmaceutical firms controlled by these two companies—expansion in North Carolina where they will be welcome.

A number of drug research projects are already underway in the state—at Memorial Hospital in Chapel Hill, Duke Hospital in Durham and Baptist Hospital in Winston-Salem. With the proper incentive, this activity could be stepped up, particularly in the evaluation of new medicinal products.

Other than the economic gain to the state through the establishment of a major pharmaceutical manufacturing company, The School of Pharmacy at Chapel Hill would have close at hand a potential employer for some of its Ph.D's. The new school will have facilities for thirty graduate students and the backing of The Pharmaceutical Research Foundation.

The welcome mat is out in North Carolina. We hope one or both of these firms will see the wisdom of tapping the ever-increasing market for pharmaceuticals in the South, by expanding their manufacturing facilities in the Tar Heel State.

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill North Carolina under the Act of March 3, 1879.



Features Self Service

Self-service in many departments is being featured in the remodeled Reaves Walgreen Agency Drug Store, Eutaw Shopping Center off the Bragg Boulevard, Fayetteville.

L. E. Reaves, Jr., owner of the pharmacy, said: "After operating a pharmacy here since 1938, we feel we have a real stake in Fayetteville's future. In planning this remodeling, we tried to give to our city the most convenient shopping pharmacy design could produce."

Maiden Firm Moves

Campbell Drug Company of Maiden has moved three doors from its former location into a larger building, with new golden oak fixtures, a tan tile floor and an all-glass front with 5-foot aluminum marque.

An elevated prescription department, a modern fountain and new display fixtures plus air conditioning help to make this pharmacy one of the best planned and equipped pharmacies in Western North Carolina.

For the past 23 years, Mr. H. T. Campbell has operated the pharmacy in Maiden. Now he is assisted by his two sons, Charles and Howard.

Named Manager

D. A. Thompson, a graduate in pharmacy of the Medical College of South Carolina, has been named manager of the Doctor's Building Drug Company, Inc., Salisbury.

Mr. Thompson was formerly associated with the Gowan Drug Company of Wallace.

Parker Opens Remodeled Store

Parker's Drug Store, Henderson, opened its newly renovated store to the public on October 3. Extensively damaged by fire last May, the store had occupied temporary quarters in a nearby location while the remodeling job was underway.

Established in 1889 by the late W. W. Parker, Sr., the business today is owned and managed by W. W. Parker, Jr. Associated with him in the operation of the business is Pharmacist Frank Barnett and four other employees.

Toms Drugs Damaged

Fire caused considerable damage to Toms Drug Company, Wilmington, on October 1. Most of the damage was attributed to smoke and heat from the fire, which spread to the second floor and attic.

New Pharmacy for Newton

Cornwell Drugs, Inc. will open a new pharmacy—Newton Drug Company, Inc.—in Newton sometime in the near future.

Manager of the pharmacy will be Paul Walker, now associated with the Cornwell store in Morganton. Other stores of the chain are located in Lincolnton, Stanley and Shelby.

Winners of Justice Prizes

Winners of the Justice Drug Holiday Gift Show Grand Prize Drawing were:

Mr. A. K. Bailey, Bailey Drug Store, Salisbury, The $269.55 Room Air Conditioner Unit

Mr. F. H. Langdon, Franklin's Drug Store #3, Greensboro, The $135.00 Polaroid Camera Outfit

Mr. A. A. Koonts, Koonts-McGhee Drug Co., High Point, $75.00 value Customer's Choice Two-Piece Luggage Set

Child's Christmas Stocking of Toys was won by Miss Lou Ellen Jones, daughter of Mr. Haywood Jones, Zebulon Drug Company, Zebulon.

Seaforth Free Order winners:

First Day.....Deaton Pharmacy, Liberty

Second Day

Ogburntown Pharmacy, Winston-Salem

Third Day

Carolina Drug Company, Mebane

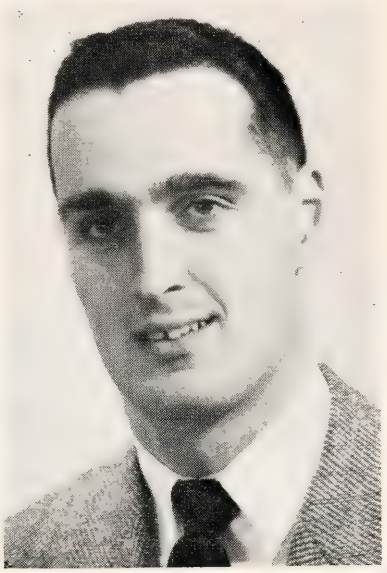
loctor Cocolas Newest ember of the harmacy Faculty

Dr. George H. Cocolas is the newest mem- of the faculty of the School of Phar- cy, beginning his duties as Assistant ofessor of Pharmaceutical Chemistry on otember 1 as an additional member on staff.

Dr. Cocolas received the degrees of Bach- r of Science in Pharmacy at the Univer- y of Connecticut in 1952 and Doctor of ilosophy with a major in pharmaceutical emistry at the University of North Caro- a in 1956. For the past two years he was gaged in industrial research at the Na- nal Drug Company in Philadelphia. He s been licensed as a pharmacist in Con- ticut and North Carolina. Organizations which he holds membership include Rho i, Sigma Xi, Kappi Psi, The American armaceutical Association, and the Amer- n Chemical Society.

During the Fall semester Dr. Cocolas is ching Pharmaceutial Calculations and teria Medica. He served as a part-time tructor during his graduate study in Chapel Hill.

The outside interests of Dr. Cocolas include singing as a member of the Chapel Hill Choral Club and his church choir, and golf. Dr. and Mrs. Cocolas and daughter Kathy live at 56 Hayes Road, Glen Lenox, Chapel Hill.



Protest Inclusion of Pharmacy

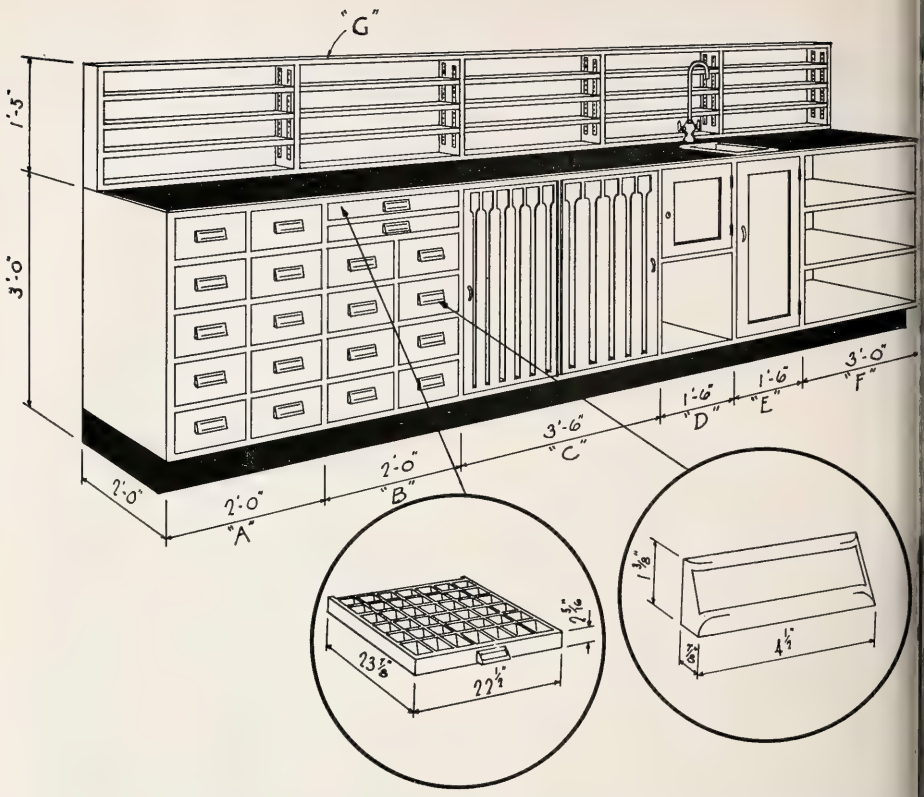
Quaker Lane property owners of High int have protested a doctors' petition to lude a pharmacy in the High Point Medi- Center. Residents of the neighborhood which the Center is located maintain t a pharmacy would constitute a commer- l operation in their Class A residential tion, and, if authorized by the City Board Adjustment, would cause value of their operties to nosedive.

MDs from the Center said the proposed armacy would handle nothing but pre- iptions and operate only during business urs. A spokesman for the doctors said out 25% of the Center's patients are from t-of-town, and that it is inconvenient for em to get prescriptions filled "especially they live in the country or in small towns here drug stores do not carry highly spe- alized drugs."

Two years ago a similar petition was turned down by the High Point City Board of Adjustment but at that time permission was granted to include a snack bar in the Center, provided it was not opened to the general public.

At the latest hearing, residents of the neighborhood claimed the snack bar had been opened to transients in violation of the agreement; that the snack bar had developed into a neighborhood nuisance. The doctors agreed to close the snack bar immediately.

The board's objective now is to determine if the proposed pharmacy in the Medical Center would constitute a commercial operation. The doctors have been asked to submit details of their plans to the board to help it make its decision. Before the board acts, both sides will have an opportunity to restate their arguments.



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Planning Session Held in Chapel Hill

The presiding officers of half of the state's ganized local and sectional pharmaceuti- l societies attended a "Planning Session" Chapel Hill on October 12. Purpose of e get-together was to permit the presiding ficers to exchange ideas on how best to erate local pharmaceutical organizations the mutual benefit of members.

The presidents (see list below) reported membership requirements, frequency of etings, dues and projects. Of special in- rest was the "bad account collection sys- m" sponsored by the Alamance Pharma- utical Society; the open-close schedule as maintained by members of the Henderson Drug Club; and the prescription blank projects sponsored by a number of the clubs.

Most of the planning was devoted to weighing the plus and minus values of a number of potential programs. In this area, representatives of the NCPA listed more than a dozen suggestions as to topics and speakers.

To broaden the effectiveness of the planning session, minutes of the meeting have been mimeographed and mailed to the presidents of all local and sectional clubs in the state. The list now shows twenty clubs—two having been organized in October (Kinston and Rutherford County).



RESIDENTS MEET—Billy Murray (center), president of the Pharmacists Society of ake County, holds 4,000 year-old prescription formulary, which is the center of attention r Ray Tesh (Forsyth Pharmaceutical) and Willie Rose (Wayne County). Standing, ft to right: Bob Kiger (Cleveland County), Bill Houser (Gaston County), Oliver Flem- g (Johnston County), Howard Yandle (Durham-Orange) and Clarence Page (Henderson rug). Present for meeting but not in picture—Graham White of the Alamance Phar- aceutical Society.



LEFT:
J. Floyd Goodrich

BOTTOM—

LEFT:
W. T. Hamlin

RIGHT:
Albert G. Cox





Goodrich Retires

After more than 41 years of uninterrupted service Mr. J. Floyd Goodrich, of Durham, is retiring as Sales Manager of the B. C. Remedy Company.

The B. C. Remedy Company was founded in 1910 and Mr. Goodrich became the firm's first sales representative in 1917. Under Goodrich's direction and leadership a nation-wide sales organization was created and over the years "BC" became one of America's well-known trade marks.

In addition to his duties as manager of the sales department for "BC," Goodrich has always actively interested himself in the affairs of the Traveling Men's Auxiliary, serving as president and for the past several years as secretary-treasurer.

For distinguished services to the advancement of pharmacy in North Carolina the North Carolina Pharmaceutical Association in 1955 elected Goodrich to its honored "Hall of Fame in Pharmacy."

Throughout his adult life Goodrich has been a resident of Durham and an enthusiastic participant in its civic betterment projects.

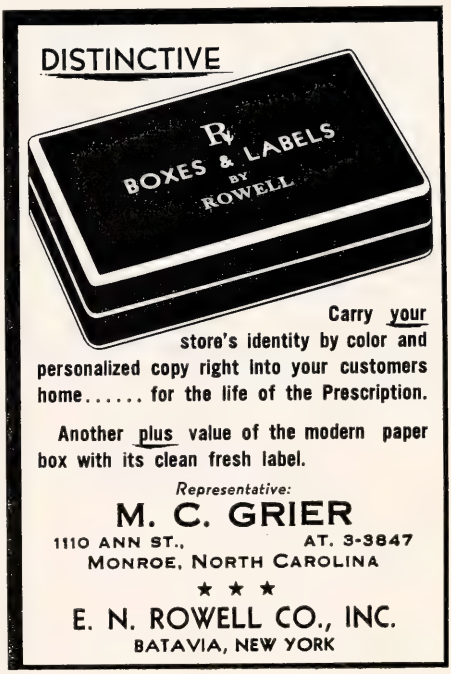
In a communication to "BC" salesmen throughout the nation and to the company's employees in Durham, Mr. C. T. Council, founding partner and president, has expressed his and the company's appreciation for Mr. Goodrich's long period of service and valuable contributions to the growth and development of the corporation.

Hamlin Appointed BC Sales Manager

Mr. C. T. Council, president of the B. C. Remedy Company, has announced the appointment of Mr. W. T. Hamlin to the position of Sales Manager and Mr. Albert G. Cox as Assistant Sales Manager. In announcing the apointments, Mr. Council stated that he was especially pleased that these positions could be filled from within the ranks of the company's present personnel.

Hamlin is a native of Durham, educated in the local schools and graduated from Duke University in 1928. Except for three and one-half years in the Army Air Force during World War II, from which he was retired from active duty as a major, Hamlin has been associated with the B. C. Remedy Company for the past 27 years. Many of these years were spent as general sales representative in East Tennessee, afterwards in Los Angeles, California as West Coast Sales Manager. For the past five years Hamlin has been in the headquarters office in the capacity of Director of Marketing. Hamlin, his wife and two children make their home at 1102 N. Gregson Street and all are members of the First Presbyterian Church.

Cox is also a local native, was educated in the public schools of Durham and he, his wife and three children have been long-time residents of 2513 Club Boulevard. Cox has been on the "BC" sales staff for 30 years. For ten years he served as sales representative in Western North Carolina. Since 1938 he has been assistant to the sales manager and traveled widely throughout the nation in the interests of the company. As Assistant Sales Manager Cox will be headquartered in Durham but will travel extensively.



Look what's happened to VI-DAYLIN®

now in a new push button container!



12 fluidounces of VI-DAYLIN in every "Pressure-Pak"

Lemon candy-flavored VI-DAYLIN is also supplied in 3-fl.oz., 8-fl.oz. and pint bottles,

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JUST PRESS—IT POURS!

No mess . . . no waste . . . no sticky cap. All Mom does is press the button, and golden VI-DAYLIN fills the teaspoon!

FASCINATES YOUNGSTERS!

Children of all ages delight in serving their own daily doses of VI-DAYLIN from the new "Pressure-Pak." It even softens up "won't takers" at vitamin time.

COLORFUL COUNTER DISPLAY!

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811184

How to Select New Pharmacy Location

Somewhere between the real estate developer's enthusiasm and your worst fears about a new store location, lies the truth. McKesson & Robbins can guide you to find that truth with their new booklet *"Drug Store Location Analysis."* Careful choice of location to start with is a very important factor in the success of one's business. This new booklet is a tremendous guide for a person when selecting a new store location.

The purpose of the booklet is to provide an organized procedure so that *the future customer can make his final decision* concerning the location.

"Drug Store Analysis Location" provides a check list of things to consider:

1. Where is the trading area?
2. Total annual drug store purchases.
3. Share of total available.
4. Will this support the new store?

McKesson will provide members of its staff who are experts in this field to assist you in this program. This service is in strict confidence and without obligation of any kind. In the areas that are not serviced by a McKesson division a free copy of this booklet can be had from C. R. Beall, Vice-President, McKesson & Robbins, Inc., 155 East 44 Street, New York 17, N. Y.

New Pharmacies

Eckerd Northside, Inc., Northside Shopping Center, Winston-Salem. W. A. Simmons, pharmacist in charge.

Troy Drugs #4, 705 Sharon-Amity Road, Charlotte. Sidney L. Troy and others, owners. Clyde T. Webb, pharmacist in charge.

Kiser Drug Company #3 Inc., Eastway and Central Avenue, Charlotte. W. W. Kiser and others, owners; Jesse Oxendine, pharmacist in charge.

Harris Super Drugs, Cotswold Shopping Center, Sharon-Amity Road, Charlotte. W. T. Harris and others, owners; M. A. Dente, pharmacist in charge.

Dean's Pharmacy, 104 West 27th Street, Lumberton. Fletcher S. Dean, owner and pharmacist in charge.

Robinson's Prescription Shop, 1021 Arendell Street, Morehead City. Carlton Robinson, owner and pharmacist in charge.

Godley Center Pharmacy, Mount Holly Road, Charlotte. John W. Allen and others, owners; E. W. Bruce, pharmacist in charge.

Clinic Pharmacy, Snow Hill. Ralph W. Smith, Jr. and others, owners. Ralph W. Smith, Jr. pharmacist in charge.

Medical Center Pharmacy, 195 Lake Concord Road, Concord. Joe W. Pike, Jr., owner and pharmacist in charge.

Black's Pharmacy, Cor. Trade & John Street, Matthews. James C. Black and Charles R. Stine, owners; Charles R. Stine, pharmacist in charge.

King's Drugs, 1024 Second Street, N.E., Hickory. B. F. King, owner and pharmacist in charge.

Change in Ownership

Ogburntown Pharmacy, Inc., 4218 North Liberty Street Extension, Winston-Salem. Rebecca C. Willson and Joe P. Richardson, owners; Hugh T. Bradsher, pharmacist in charge.

Morven Drug Company, Morven. James B. River and Robert T. Giles, owners; L. L. Williams, pharmacist in charge.



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"Pharmaceutical Education"

DEAN E. A. BRECHT, *Panel Chairman*

From the 1958 NCPA Convention Creative Ideas Conference.

The panel on pharmaceutical education was well attended and nine points were discussed before time was called. This gives me 30 seconds for each one, so I'll try to go rather rapidly.

The first point was a question in respect to the requirement of two years of foreign language in high school for admission to the School of Pharmacy. It was pointed out—and this is rather important for most pharmacists—that the curriculum has changed a lot. This questioner graduated a few years ago, and even in that period of time there have been changes. We no longer teach pharmaceutical Latin as such, so that a foreign language in high school is the only opportunity for an important type of subject matter that our graduates receive. I also pointed out that this requirement was uniform for the whole University and for most other colleges and universities of the country. The answer seemed to be satisfactory.

Number 2 was a question in respect to the 5-year course: what will be added for the extra year? For the most part it will consist of general education mostly in the fields of the social sciences and the humanities. At the present time, for example, women graduates of the School of Pharmacy are not eligible for membership in the American Association of University Women purely on the lack of subjects to support the professional course work. We hope that our 5-year graduates, and this may become retroactive to the 4-year graduates, will become eligible for that organization. This same point might have other ramifications, such as qualification of pharmacy students for Phi Beta Kappa, a change from present practice. The 5-year curriculum will not increase the number of pharmacy subjects but will increase the number of cultural subjects.

Number 3 questioned the number of subjects in the drug management series, or Pharmacy Administration as it's called now. The questioner was glad to find that there are two additional courses over those which were given when he was a student: specifically, a distinct course in pharmaceutical jurisprudence so that there's a good understanding of the pharmacy laws and the simpler laws of business management; and a second course, which we call Pharmacy Management 2 which deals specifically with information about the things that are appropriate in a drug store that are not drugs; for example, cosmetics, veterinary drugs, dental supplies, baby department, and particularly all of the auxiliary sickroom supplies.

Number 4: Pre-pharmacy education. Would we be on a 2-3 or a 1-4 program? In other words, 2 years of pre-pharmacy and 3 years of pharmacy or 1 year of pre-pharmacy and 4 years of pharmacy? We have selected the 1-4 plan for several reasons. First of all, it gives the students an extra year to think of themselves specifically as pharmacy students and to think along pharmaceutical lines. Secondly, by distributing the electives through the whole 5-year period, they will have the advantage of taking interesting, specialized, general subjects as seniors and juniors whereas if the extra year was limited to the sophomore level the work would consist of elementary courses of far less interest and value.

Number 5 was Tuition. Will tuition go up for the 5-year program? It is hoped that it will not. The School of Pharmacy has taken two raises in tuition in the last ten years against one for any other part of the University. At the present time our tuition is listed at $225 per year, but fixed fees including matriculation and laboratory fees will average out at about $370 per year, which is quite high enough for education in a state-supported institution.

Number 6 was a question concerning financial aid for a student specifically in a

(Continued on page 527)

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you show and sell them

the ECONOMY size!

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and ONLY Stanback offers you this size package for...MORE PROFIT

PHARMACEUTICAL EDUCATION

(Continued from page 525)

form: Could a student without any financial resources go through the School of Pharmacy? I said it was possible, but I felt that he should have some financial resource at the beginning. And I defined that as an amount of $400. The first year is the hardest. He ought not to try to earn his total way through the School. We have in the School 27 scholarships usually paying $225 a year, so that we have about $6,000 of financial aid for students in the give-away form which we certainly appreciate and which we use with great discretion. Many students can go into self-help. For example, by waiting on tables one meal a day at Lenoir Hall for 2½ hours, he can earn the largest single item in his expense which is about $450 for food. Then there are three sources of loan funds. Namely, the University Loan Fund at 3 per cent interest (and all of these loans are repayable in reasonable installments after leaving the University); second, the North Carolina Medical Care Commission, which will lend money at 2 per cent with an agreement, and this is very binding, that the student must work in a rural community, defined as population less than 2,500 for four years after graduation; and last, the John W. Dargavel Foundation, which charges no interest, but has one restricting requirement, that the student must have worked in a drug store for a year before he gets the loan and must be endorsed by two pharmacists. I understand from first-hand information that these restrictions will be reduced.

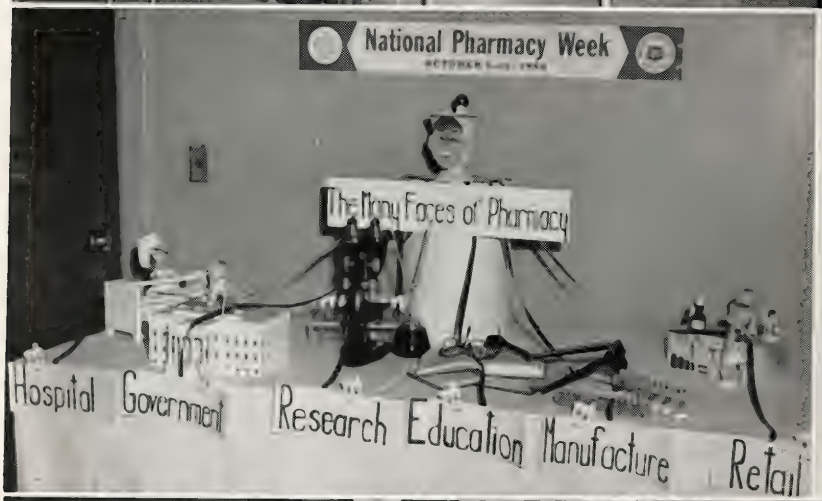
Number 7 concerned the capacity of our new building, and this can be summarized by saying "double." Where we have been graduating about 46 students per year, we will be aiming at an average of 98. This will be realized about 1963 because it will necessary to build up from second to third and third to fourth year classes. I also pointed out that it will take until 1975 to catch up with proper pharmaceutical power in North Carolina even with a larger school. The situation may be a little better than I've indicated if reciprocity keeps up in fair proportion.

Number 8 was whether the curriculum will keep up with developments; for example, in the area of radioactive isotopes as medicines. I assured the questioner that we would definitely keep up with the trends of pharmacy and that basically we would still aim at educating a good, fundamental pharmacist. Then, if he goes into hospital pharmacy or if he happens to be connected with a pharmacy where radioactive isotopes will be handled, he will have the foundation to adapt himself quite adequately to that work. There will be some provision for specialization, but we do not think we should weaken our curriculum by trying to teach every possible specialty in pharmacy. For example, years ago a man came to the School of Pharmacy and berated the School because it wasn't training perfume chemists. Well, probably one in fifty years would be all that were needed from that particular school and it would have been foolish to have a curriculum for pharmacists to become specialists in that field.

Finally, there was a question about the failure rate, which we think is awful, but, unfortunately, it's awful everywhere. We have checked this quite carefully. We find that our failure rate is not as bad as it is in general college, and that it comes out very close to the national average for pharmacy schools. We're making every effort to reduce the failure rate. We find that our best efforts are derived from something that has developed quite adequately in recent years, and that is pre-testing for college admission. The tests that were used last year were very adequate. And, as a matter of fact, we are handicapped at the present moment by our own success. This year we have the largest number of students that we ever had, and we are suffering from it. We've had to institute an additional laboratory section without additional laboratory space. In at least two of our classes, we have an increased number of students working two out of a locker at the same time. This overcrowding handicaps the performance of the students. This is due not to admitting more students in recent years, but due to admitting better students. In other words, we have reduced our failure rate.

There were probably more points to bring out, but time was called.


COST OF DRUGS
1939 = 0.87
1958 = 0.64


National Pharmacy Week
The Many Faces of Pharmacy
Hospital
Government
Research
Education
Manufacture
Retail


GHS

Carolina Camera

Top: Pharmacists in the Durham-Chapel Hill area opened National Pharmacy Week with a 30-minute program over WTVD-TV, Durham, on Saturday, October 4.

Panel participants included, left to right: Dean Edward A. Brecht of the UNC School of Pharmacy; I. T. Reamer, Chief Pharmacist at Duke Hospital; Rush Jordan, Moderator and Assistant Administrator of Duke Hospital; David McGowan, Lilly Medical Service Representative; and Ralph P. Rogers, Jr., Rogers Drug Company, Durham.

Center: National Pharmacy Week exhibit installed in Watts Hospital, Durham, by Gerald Stahl, chief pharmacist.

Bottom: L. J. Correll (fourth from left) is shown receiving the "Millionth Prescription Community Service Award" from Dean E. A. Brecht of the UNC School of Pharmacy. Others present for the ceremony, held in the F. L. Smith Drug Company, Kannapolis, include, left to right: John B. Woodard, Joe Reese, Ralph O. Puntch, Parks M. Lafferty, Jr., and David G. Glass.

The pharmacy's total record is past the million and half mark, since the award was for new prescriptions—not refills. The *Kannapolis Daily Independent* estimated it would take a pharmacist 60 years to fill the store's total prescriptions on file, counting five minutes per prescription and a 40-hour week (without coffee breaks).

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We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-ninth volume, and the first printed copy was "Seeman Printed."

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Robins

NOVEMBER CHECK LIST

Tear out for a handy check of your current stock of these Robins products that are receiving special promotion in your area THIS MONTH

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☐ Extentabs 100's ☐ Extentabs 500's

Ambar® No. 2
☐ Extentabs 100's ☐ Extentabs 500's

Phenaphen®
☐ Cap. 100's ☐ Cap. 500's ☐ Cap. 1000's
☐ Tab. 100's ☐ Tab. 500's ☐ Tab. 1000's

Phenaphen® with Codeine
☐ Cap. ¼ gr. 100's ☐ Cap. ¼ gr. 500's ☐ Cap. ½ gr. 100's
☐ Cap. ½ gr. 500's ☐ Cap. 1 gr. 100's ☐ Cap. 1 gr. 500's

Phenaphen® Plus
☐ Tab. 100's

Pabalate®
☐ Tab. 100's ☐ Tab. 500's

Pabalate®-Sodium Free
☐ Tab. 100's ☐ Tab. 500's

Pabalate®-HC
☐ Tab. 100's ☐ Tab. 500's

Robitussin®
☐ 16 oz. ☐ 1 gal.

Robitussin® A-C
☐ 16 oz. ☐ 1 gal.



Why not check your stock of all Robins products at the same time —and be prepared

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TAR HEEL DIGEST

Roland S. Whiteley has accepted a position as pharmacist with the Franklin (Lawndale) Drug Company, Greensboro. For the past several years, he has been associated with the C. C. Fordham Drug Store.

* * *

W. E. Black of Burnsville has joined The Medical Arts Pharmacy, Waynesville, which opened for business on October 1.

* * *

Robert M. Hines is representing Eli Lilly and Company in Panama City, Florida. His employment follows two years of military service and three months of civilian pharmacy with Plaza Hills Pharmacy of Charlotte.

* * *

John D. Wood replaces Douglas McCormac as pharmacist with the Asher-McAdams Drug Company, Burlington. While in military service, Mr. Wood was stationed in Norfolk, Virginia.

* * *

Although Charles G. Barger is in Texas at Fort Sam Houston for advanced training in the Medical Corps, mail should be addressed to him at 2000 Center Avenue, New Bern.

* * *

P. H. Hoffman of Chattanooga, Tenn., is manager of the Liggett Drug Company, Charlotte. The store's former manager, C. F. Cleage, is now district manager for Liggett in Florida and Georgia.

Bob Collins transfers across the state from Sterling Drug of Charlotte to Todds Pharmacy, Elizabeth City.

* * *

Under the supervision of John R. Clarkin, Jr., Campbell Pharmacy, Hamlet, a booth carrying out the theme of "Pharmacy as a Career" was installed as a part of the Richmond County Agricultural & Industrial Fair. The booth was jointly sponsored by the pharmacists of Hamlet.

* * *

William W. Graham has returned to civilian pharmacy as an employee of Secrest's of Monroe. For the better part of the past two years, Mr. Graham served overseas as an employee of Uncle Sam. His present address is Box 55, Peachland, N. C.

* * *

Culas Roberson has employed Robert F. Harrison of Broadway to assist him in the management of the Tri-City Pharmacy, Spray. Mr. Harrison joined the firm in late September.

* * *

H. C. Champion has been added to the staff at Smith's Drug Store, Rutherfordton. A pharmacist since 1926, Mr. Champion began his practice at a pharmacy in Shelby. He is a native of Cleveland.

* * *

New Upjohn representative in the Norfolk, Virginia area is James W. Anderson of Wilmington.

* * *

Mullen's Pharmacy, Asheville, suffered a $60 loss when a plate glass window was smashed. Someone threw a rock through the window.

* * *

Jesse Hollingsworth of Charlotte has been charged with breaking into three Winston-Salem pharmacies: Acadia, Parkview and Old Town. Narcotics and merchandise valued at about $3,000 is involved.

* * *

Dr. and Mrs. Ben Thomas and Pharmacist and Mrs. George Morgan of Zebulon have been issued a certificate of incorporation to carry on a business as chemists, druggists and dealers of pharmaceutical products.


DRUG ASSOCIATION
FOR YOUR HEALTH'S SAKE
BUY HEALTH SUPPLIES FROM YOUR DRUG STORE
NEEDS


LEARN THE 7
DANGER
SIGNALS OF CANCER
1
2
3
4
5
6
7
HEALTH CHECK-UP ONCE A YEAR

National Pharmacy Week Widely Observed in State

Phil Link of Reidsville went all-out in support of National Pharmacy Week. Had his individual effort been duplicated statewide, National Pharmacy Week would have surpassed all other "weeks" regularly observed in North Carolina.

Here is what Phil did:

1. He was instrumental in getting the editor of his local paper to publish special National Pharmacy Week editorial.

2. He arranged with major of Reidsville to issue National Pharmacy Week proclamation. This was published in local paper (*Reidsville Review*) along with picture of Phil and the Mayor looking at cancer fact poster.

3. He "taped" two special 10-minute National Pharmacy Week programs and arranged for programs to be broadcast by local radio stations.

4. He sponsored National Pharmacy Week advertisement in local paper utilizing the official 1958 National Pharmacy Week "Your Pharmacist Works for Better Community Health" mat.

The Cleveland County Drug Club sponsored an exhibit at the Cleveland County Fair at which time over 5,000 poison antidote charts were given out. The Cleveland club also distributed pharmacy as a career bulletins and installed posters urging Clevelanders to get their polio shots.

As a special exhibit drawing card, the Cleveland club members put up a prize (name written on card and dropped in box). At conclusion of the contest, more than 15,000 persons had entered the contest, indicating the pharmacy exhibit was among the more popular exhibits at the Fair.

In a full page advertisement in *The Chapel Hill Weekly*, seven pharmacies of Chapel Hill and Carrboro sponsored a reproduction of the Code of Ethics of the American Pharmaceutical Association.

The Code was also published by the pharmacies of Graham in cooperation with the Alamance Pharmaceutical Society. The latter organization was also responsible for publication of Governor Hodges' National Pharmacy Week proclamation in *The Burlington News*.

The Governor's proclamation was obtained by Billy Murray of Raleigh, president of The Pharmacists Society of Wake County, and distributed to the presidents of all local-sectional pharmaceutical organizations in the state.

The Greensboro Drug Club sponsored a number of one minute radio spots during the week, the expense (about $75) of which was underwritten partly by the club and by Justice Drug Company.

A number of window displays was installed during the Week. One erected in Watts Hospital, Durham, by Gerald Stahl appears in this issue of THE JOURNAL.

General news stories relating to National Pharmacy Week appeared in a number of the state's daily and weekly newspapers. As an example, the story appearing in the *Watauga Democrat* of Boone is mentioned.

The Johnston County Drug Club, with a special committee headed by C. H. Beddingfield and Doug Bain, Jr. of Clayton, arranged for a number of window displays during National Pharmacy Week.

Oliver Fleming, president of the Johnston Club, spoke to the Smithfield Kiwanis Club, and James L. Creech, a past president, spoke to the Smithfield Rotarians.

Carolina Camera

Top: Exhibit installed at Cleveland County Fair under sponsorship of the Cleveland County Drug Association. More than 15,000 persons visited the exhibit, which was installed and supervised by Bob Kiger and other members of the Cleveland Association.

Bottom: Mayor Dave Young of Reidsville (right), after issuing National Pharmacy Week Proclamation, looks at cancer poster held by Pharmacist Phil Link.

Mr. Link stated that at least 12 professional displays are shown annually in the windows of Link Brothers Pharmacy in a continuing effort to help inform the public on health facts. "Although all pharmacists are happy to have a special week set aside as National Pharmacy Week," Link said "your pharmacist and your physician work for better community health 365 days a year."

Recommend "BC" with Confidence...



America's Fastest-Selling Headache Powder

. . . And As A Tablet—

A Nation-wide Success Selling Faster Each Day

REPEAT SALES ASSURED!

"BC" is the product of a well-established firm that has continually manufactured "BC" . . . and nothing else . . . for almost a half century.

As you will recognize on the label, "BC" contains a number of well-known ingredients widely recommended for the relief of pain. These ingredients are compounded and "BC" is produced under the finest pharmaceutical-type conditions in a modern plant.

You can recommend "BC" with confidence. The gentle but effective relief of "BC" will bring you repeat sales.

BC

OVER 89 MILLION PACKAGES A YEAR

backed by hard-hitting local and national advertising

B. C. REMEDY CO.

DURHAM, NORTH CAROLINA

Justice Occupies New Home in Greensboro

Justice Drug Company moved into its new home over the Labor Day weekend. By confining the shift from its uptown location in Greensboro to a point opposite the Greensboro Colliseum on a Saturday-Monday (Labor Day) interval, there was no interruption in the firm's delivery service to its customers.

Well planned and substantially constructed, the new home of Justice Drug Company is now one of the most modern wholesale drug operations in the South. The latest mechanical equipment to expedite the rapid handling of orders has been installed to supplement the usual efficient personnel, that has been a characteristic of Justice all along.

The new home of Justice is impressive, both as the building is approached from Valley Park Drive and once the front doors have been entered. The handsome brick structure, the carefully landscaped grounds and the ample, paved parking lot all add their part to enhance the over-all appearance of Justice's now home.

The reception area immediately in the foreground of the front doors leads to the telephone switch boards, which, due to intense activity from 9 to 4, is a special point of interest to the visitor.

A corridor to the right leads to offices of the treasurer (Mr. Kee), the president (Mr. Forrest) and the chairman of the board (Mr. Hayes).

A corridor from the left of the front entrance leads to a display room and the office of the sales manager (Mr. Brewer). At the rear is a large area for storage of merchandise.

The basement is given over to the firm's tremendous inventory—all classified and lined up closely adjacent to a moving conveyor belt system, where orders are assembled, checked, packed and made ready for shipment in a matter of minutes.

Later, we plan to run a more detailed account of Justice's ultra modern operation, but for the time being, we suggest you personally inspect the layout. It's easy to get to the house. We followed the map as printed in the August issue of the CAROLINA JOURNAL OF PHARMACY and drove directly to the building without loss of time.



Activities of the Local-Sectional Clubs

Greensboro Drug Club

The second dinner meeting for this fiscal year was held at the Mayfair Cafeteria on September 25. Present were officers Junius E. Davis, President; Wyndham S. Dukes, Vice-President; Jack Ransenhofer, Treasurer; Claude U. Paoloni, Secretary, and guests—Mr. John L. Kelly, Jr. and Mr. D. Bowie of the local Federal Narcotic Bureau; Mr. Bob Woody, Davis Street Pharmacy, and Mr. Wolf of Burlington Drug Co., the latter two both of Burlington, N. C. In addition, Mr. Russ Morana of Southern Service Co. was present to participate at the end of the program. In all, 29 officers, members and guests were present.

Following the dinner Mr. John L. Kelly, Jr., Agent in charge of the local Federal Narcotic Bureau was introduced and presented to the group. Mr. Kelly gave a very interesting, informative and enlightening talk to the group which vividly recalled the responsibilities of the Pharmacist and his obligations in the distribution of narcotics. A brief period of questions for Mr. Kelly followed after which discussion of the principle business of the meeting took place.

National Pharmacy Week—October 5-11: The President introduced this subject and its significance. He informed the group Justice Drug Co. has purchased some spot advertising this week from local radio stations for seventy-five dollars ($75.00) and suggestion was made that the Club contribute a portion of this expense for said advertising. After some discussion on motion with second it was

Voted: The Greensboro Drug Club pay Mr. William Brewer of Justice Drug Co. thirty-five dollars ($35.00) as contribution toward the advertising costs during National Pharmacy Week.

Christmas Party—1958: The Chairman of Social Committee, Mr. M. G. Morris, introduced this subject and rendered a preliminary report for this occasion. Projected cost tentatively at five dollars ($5.00) per person including meal and dance at Starmount Country Club. The date, unconfirmed, for Thursday, December 18, 1958.

Orchids to Social Committee: The President on behalf of the Club commended the Social Committee for their time, effort and energy expended in planning and attending to the details of the Barbecue of September 12, 1958 which assisted materially in assuring a most successful affair.

Finale: Since no further business was presented for discussion the meeting was turned over to the Committee studying Mutual Credits Assistance. Mr. George Edmonds introduced Mr. Russ Morana, of Southern Service Company. Mr. Morana presented plans to a probable solution to the problem of delinquents of charge accounts. This problem was discussed, questions answered and ultimately no final action taken. Rather, it was suggested, the Committee studying Mutual Credits Assistance in Retail Pharmacy pursue this matter further to determine the potential degree of endorsers and subscribers to this plan since success depends upon almost 100% participation.

Alamance Pharmaceutical Society

Three meetings during the fall months: September 17, October 7 and November 11, all in Burlington.

Business transacted at the September 17 meeting included (1) voted to change meeting night from second Wednesday to second Tuesday of each month; (2) endorsed NCPA President Welch's proposal to elect members of the State Board of Pharmacy on district basis; (3) voted to sponsor National Pharmacy Week advertisement and send flowers to MD's in Medical Village and to R. Homer Andrews.

A movie produced by and shown under the sponsorship of the Youngs Rubber Company was shown at the October 7 meeting.

Durham–Orange

The Durham-Orange Drug Club met October 16 at Hartman's in Durham.

Edward M. Smith, Instructor of Pharmacy Administration, University of North Carolina School of Pharmacy, was the chief speaker. Title of his talk, which was illustrated, was: "Non-Pharmacist Personnel Survey of North Carolina Drug Stores."

An account of the difficulties in handling the prescription program of the Durham Better Health Foundation was outlined by Ralph P. Rogers, Jr. Following the report, Mr. Rogers was unanimously elected to the governing board of the Better Health Foundation.

Certificates in recognition of exceptional meritorious service to the advancement of public health and welfare were awarded by the NCPA to I. T. Reamer, Edward A. Brecht, Ralph P. Rogers, Jr. and David McGowan. The four pharmacists prepared and presented a 30-minute TV program during National Pharmacy Week.

George Rettie, president of the Triangle Medical Service Representatives Association, discussed the objectives of the organization.

Seven members of the UNC Pharmacy School graduating class were guests of the club. During the club year, other members of the class will attend meetings of the organization. This newly inaugurated program has been established to provide the graduates with an opportunity to observe at first-hand how a local pharmaceutical club operates.

Rutherford County

The state's nineteenth local pharmaceutical society—Rutherford County Drug Association—was organized in Forest City on Sunday night, October 12.

John E. Mills of Cliffside was elected president. Mr. Mills is associated with his father in the management of Mills Drug Company.

Other officers elected include John Kluttz of Rutherfordton, vice president, and Noah Simpson of Spindale, secretary-treasurer.

Guest speaker was Wilson Griffin of Kings Mountain, an officer of the Cleveland County Drug Club.

Wayne County

Two meetings of the Wayne County Pharmacist Society were held in Goldsboro during October—on October 14 and on October 30.

The first meeting was devoted to a business discussion plus a film—Someone Is Watching—which illustrated some methods by which addicts obtain narcotic drugs.

N. O. McDowell, Jr., of Scotland Neck was guest speaker at the October 30 meeting. Mr. McDowell, a member of the State Board of Pharmacy, discussed some proposed changes in the State Pharmacy Act, the State Barbiturate Act and the State Narcotic Act.

Forsyth County

W. Dorsey Welch, Jr., president of the NCPA, discussed a proposed change in electing members of the State Board of Pharmacy at the September 18 meeting of the Forsyth County Pharmaceutical Society.

Following the discussion, the Society voted the endorse President Welch's proposal.

The meeting, held in Winston-Salem, was attended by about 40 members and guests. Ray N. Tesh, presided.

Reciprocity

Charles Newman Hatfield, Maryville, Tenn. (from Tenn.) Douglas Weeks Stokes, Kiser Drug Company, Charlotte (from S.C.)

Drug Store for Sale

Large volume, 3 years old, in shopping center. Deal with principals only. Answer "X," c/o CAROLINA JOURNAL OF PHARMACY, BOX 151, CHAPEL HILL.



New Students, School of Pharmacy, UNC, Chapel Hill, September, 1958

Future Pharmacists Enroll at UNC

Seventy-four new students were enrolled in the School of Pharmacy, University of North Carolina for the Fall Semester. There were 60 first-year students and 14 transfer students with second-year standing.

Reading from left to right, first row: Mary Frances Johnson, Raleigh; Rebecca Alcestis Harper, Hendersonville; Eleanor Sinclair McNeill, Red Springs; Genevieve Irene Phillips, Raleigh; Minnie Bell Barnes, Raleigh; Margaret Elizabeth Costner, Lincolnton; Margaret Greene Patterson, Roxboro; Louise Nyal Womble, Plymouth; Ellen Louise Pike, Concord; Martha Ann Wyke, Shelby.

Second row: William Fred Harriss, High Point; Phillip Ray Lippard, Kannapolis; David Louis Holland, Hamlet; David Andrew Stroud, High Point; John Daniel Summers, Jr., Durham; Richard Lentz Peck, Albemarle; Walter Ronald Lane, Sr., Wilmington; Willis Ray Johnson, III, Jacksonville; Kirby Lee Everette, Pink Hill; Carl William Fargis, Reidsville; Larry Wayne Ennis, Durham.

Third row: Lucius Jones Stanley, Jr., Charlotte; Franklin Alexander Measamer, Sanford; George Ronald Buchanan, Greensboro; Alexander Kosma, Jr., Concord; Donald Worth Beaver, Concord; Alton Lee Britton, Roanoke Rapids; Gary Ray Roberson, Draper; Gary Von Cloninger, Dallas; Charles Lee Mann, Sanford; William David Medlin, Durham; Frederick Clifton Chamblee, Carrboro; Albert Hunter Smith, Fayetteville.

Fourth row: John Byron Cameron, Sanford; Joseph Arnold Creech, Jr., Selma; Charles Julian Vaughan, Woodland; Richard Saunders McKinley, Kannapolis; James Michael Egbert, Greensboro; George Walker Bender, Fayetteville; Thomas Dennis McCurry, Burnsville; Phillip Morris Kannan, Varina; Richard Williams Floyd, Fairmont; Joe Morrison Isaac, Lenoir; George Washington Davis, Jr., Fremont; Ralph Pearson Ingram, Roanoke Rapids; Bobby James Kincaid, Greensboro.

Fifth row: James Ralph Hamilton, Jr., Sanford; Marvin Jacob Harris, Jr., High Point; William Jervis Hammond, Hamlet; Joseph Reece Smith, Jr., Laurinburg; Mitchell Wayne Watts, Tabor City; Harry Thomas Murrell, Jr., Albemarle; Jerry Douglas Price, Raleigh; Ervin Sherwood Ward, Smithfield; Hubert Theodore Huggins, Jr., Dallas; Jack Richard Romine, Asheville; William Gibbs Thomas, Erwin; Leroy Benson, Robbins; Walter Harold Lasater, Pittsboro; Robert Lee Gordon, Yadkinville.

Sixth row: Frank Flowers Yarborough, Cary; Everette Matthews Dunn, Leaksville; William White Morris, Bessemer City; Joseph Dameron Davis, Warrenton; Wilbur Garner Lingo, Jr., Asheville; Richard Buxton Overton, Jr., Raleigh; Gilbert Clyde Hartis, Jr., Winston-Salem; James Alden Hathcock, Jr., Charlotte; Donald Lawrence Weathers, Shelby; William Lewis Johnson, Jr., Garner; William Robert Lee Langley, Mebane; Robert Jefferson Wilkins, Burlington; Edward Filmore Swann, Jr., Icard.

New Students, School of Pharmacy, UNC, Chapel Hill, September, 1958

POWERS-TAYLOR
DRUG COMPANY
Richmond, Va.

Wholesale Druggists
Importers & Jobbers
Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years
insures our ability to serve you
satisfactorily

Howell Hall Happenings

Construction of the new building for the School of Pharmacy is proceeding on schedule. A pictorial record of the progress is being recorded in the form of Kodachrome pictures taken at intervals of two weeks. The first drug club to see this record was the Northeastern Carolina Drug Club when it was addressed by Mr. Carl T. Bauguess, Director of Pharmacy Extension on October 8 at New Bern.

Doctor George H. Cocolas, Ph.D. '56, joined the faculty of the School of Pharmacy on September 1 as Assistant Professor of Pharmaceutical Chemistry. During the Fall semester he is teaching Pharmaceutical Calculations and Materia Medica.

The School of Pharmacy was filled to capacity for the Fall semester with 244 undergraduate students and 11 graduate students. While there are two less undergraduate students than the all time maximum enrollment in 1957, there is a much better balance in the classes as follows: 66 first year students, 65 second year students, 60 third year students and 53 fourth year students.

Very good work by the following students as counselors accounted for the satisfying success in the orientation of new students for the Fall semester: Whitaker Moose of Mount Pleasant, John Michael Lazarus of Sanford, Foy Bradshaw of Rocky Mount, Marshall Dutton of Hickory, Charles Himes of Brevard, Larry Thomas of Dunn, Sylvia Bonner of Greenville, and Jo Anne Hardin of Boone. LuRuth Sutton of Raleigh served on the general University Orientation Committee.

Doctor Earl T. Brown represented the School of Pharmacy at the meeting of District No. 6 of the N.C.P.A. at Burlington on September 10.

The annual barbecue of the Greensboro Drug Club honoring the physicians on September 12 was attended by members of the faculty as follows: Earl T. Brown, Sigurdur Jonsson, Edward M. Smith, and Carl T. Bauguess.

Dean E. A. Brecht took part in the presentation by Lederle Laboratories of a plaque on September 25 honoring the F. L Smith Drug Company of Kannapolis fo the filling of its millionth prescription.

The annual student body picnic honoring new students in the School of Pharmacy wa held on October 2. Due to rain the barbe cue supper was served at the Institute o Pharmacy.

On October 4 Dean E. A. Brecht took part with Ralph Rogers, Jr. of the Roger Drug Company in Durham, Dave McGowa of Eli Lilly and Company, and I. T. Reame of the Duke Hospital Pharmacy in a tele vision program observing National Phar macy Week. The program was presente by the Junior Chamber of Commerce o Durham over Station WTVD. Mr. Rus Jordan of the JayCees acted as moderato of the panel discussion.

Dean E. A. Brecht discussed the School o Pharmacy at the meeting of the Woman' Auxiliary held at the Institute of Pharmacy on October 7. After the meeting Mrs Ralph P. Rogers, Sr., President of the Wom an's Auxiliaries, visited the School of Phar macy.

Mr. Edward M. Smith, Instructor o Pharmacy Administration, discussed person nel turnover at the meeting of the Durham Orange Drug Club on October 16.

Dean E. A. Brecht and Mr. Carl T. Bau guess attended the quarterly meeting of th North Carolina Society of Hospital Phar macists held at Watts Hospital on Octobe 18. The School was also represented by it member pharmcist, Mr. W. W. Taylor, Chie Pharmacist of North Carolina Memoria Hospital. The program on pharmaceutica service in small hospitals was presented by Doctor R. R. Cadmus, Director of the Nortl Carolina Memorial Hospital of the Univer sity of North Carolina.

Mr. Wade A. Gilliam of Winston-Salem President of the North Carolina Pharma ceutical Research Foundation, met with Mr W. J. Smith, Executive Secretary of th N.C.P.A. and Dean E. A. Brecht, Secretary of the Foundation, on October 22 to discuss plans for the solicitation of funds during th last half of November. County chairme

were selected to represent the Foundation in each area.

A valuable rare item in the form of a two-page folio engraving on English weights and measures was obtained for the School of Pharmacy through the availablility of funds in a special gift from Mr. Rowe B. Campbell of Taylorsville. This illustrated engraving, 21 by 26 inches, represents the weights and measures standardized in the twelfth year of Henry VII, 1496 as copied and printed by the Antiquarian Society in 1746.

Doctor Nicholas H. Batuyios, Ph.D. '56, has accepted a position in industrial research at the Sterling-Winthrop Research Institute, Rensselaer, New York.

Members of the pharmacy faculty will present half-hour television programs on WUNC-TV, Channel 4 at 2 P.M. on Wednesdays as follows: December 3, Dean E. A. Brecht on First Aid Care; December 10, Doctor Claude Piantadosi on Artificial Respiration; March 18, Doctor Earl Brown on Surface Tension; and April 8, Doctor Piantadosi on Ion Exchange Resins.

Class officers for the school year were elected as follows: Fourth year President James Haithcock of Mount Gilead, Vice President David Montgomery of Greensboro, and Secretary-Treasurer Jo Ann Bullard Hambright of Fayetteville.

Third year President Howard Lutz of Vale, Vice President Edward Garfield Faulkner of Monroe, and Secretary-Treasurer Helen Dunlap of Durham.

Second year President Charles Himes of Brevard, Vice President Sidney Harmon of Ahoskie, and Secretary-Treasurer Jo Anne Hardin of Boone.

First year President Tommy Murrell of Albemarle, Vice President Mitchell Watts of Tabor City, and Secretary-Treasurer Rebecca Harper of Hendersonville.

Student Branches—N.C.P.A. and A.P.H.A.

The first meeting of the year was held on October 21 when the combined student branches were addressed by W. D. Welch, President of the North Carolina Pharmaceutical Association. President Welch made a stimulating presentation on "Pharmacy, Its Past, Present and Future."

Phi Delta Chi

The following students were initiated as brothers in Phi Delta Chi on October 3: Second year students Charles Bennett of Apex, Gilbert Bess of Sylva, and William Farrior of Warsaw; Third year student Wesley Dockery of Walnut; and Fourth year students Raymond Coppedge of Asheville, Jack Duggins of Asheboro, Charles Stevens of Clayton, and Dale Thompson of Snow Camp.

HISTORICAL NOTE

By ALICE NOBLE, *Research Historian*

In the early fall we had a wonderful time visiting Old Salem. Many hours were spent in the old buildings that have been restored so satisfactorily. It was a joy to see how the past is being preserved with authenticity and with loving attention to detail. The furnishings, many of them loaned or donated by descendants of the original owners, are antique treasures.

From the beginning of the Wachovian settlements in 1753 there was interest in pharmacy. The first physicians were promoters of pharmacy activities and a shop was built in 1762. There is definite mention of a medical garden laid out in 1756. The original chart of this garden with the herb bed numbers and description giving botanical and common names of the plants is preserved in the archives. In May, 1761, a man came all the way from Savannah River to obtain medicine; others came from Virginia to see the physician. About this time a careful survey was made of the native herbs with an eye to their medicinal value. Several useful ones were found such as "Squasweek" for rheumatism, "Milkweed" for pleurisy, "Indian Physic" for preventing fevers, "Robert Plantin" an antidote, as well as "Snake Root" and much "Holly."

In the museum there is a splendid exhibit of mortars and pestles, scales, etc. in use long ago.

We were especially interested in the restoration of the building on West Main Street, which housed Sam Welfare's Drug Store 1913-1958. In this small clapboard structure, built in 1771, Johann Miksch conducted Miksch Tobacco Shop before the

(Continued on page 547)

Auxiliary Members Attend State Meet

Officers and committee members from a majority of the city and regional auxiliaries attended the annual planning meeting and workshop of the Woman's Auxiliary of the NCPA, held in Chapel Hill at the Institute of Pharmacy on October 7.

Speakers included Roger A. McDuffie, who explained the operation of the Board of Pharmacy; Dean Edward A. Brecht of the School of Pharmacy, who showed slides of the new pharmacy building; and NCPA President W. Dorsey Welch and Secretary W. J. Smith, who discussed the founding of the NCPA and the Institute of Pharmacy, with particular reference to the Auxiliary and its accomplishments over the years.

A chart exhibited by Secretary Smith showed the dramatic growth of the Auxiliary from 26 members in 1920 to more than 600 members in 1958.

Mrs. Ralph P. Rogers, Sr., of Durham, president of The Woman's Auxiliary, presided during the session. One of the major projects to be undertaken by the Auxiliary will be a pharmacy student recruitment program.



ATTEND OCTOBER 7 PHARMACY WORKSHOP IN CHAPEL HILL

First row, left to right: Mrs. C. A. Wharton, Gibsonville; Mrs. Sandy Griffin, Burlington; Mrs. J. Floyd Goodrich and Mrs. Ralph P. Rogers, president, Durham; Mrs. Haywood Jones, secretary, Zebulon; Mrs. Ted Johnson, Mrs. Floyd Potter, second vice-president, and Mrs. P. W. Kendall, advisor, Charlotte; Mrs. George Turner, Historian, Wilmington.

Second row, left to right: Mrs. A. F. Barbour and Mrs. A. L. Moir, Burlington; Mrs. George Albright, Jr. and Mrs. E. R. Fuller, Salisbury; Mrs. W. P. Brewer, Greensboro; Mrs. D. C. Lisk, Jr., Charlotte; Mrs. T. M. Holland, first vice-president, Mt. Holly; Mrs. Ralph E. Carter, Wilmington.

Third row, left to right: Mrs. Claude Wheeler, Jr., Chapel Hill; Mrs. W. D. Welch, Jr., Washington, advisor; Mrs. Fred Hawkins and Mrs. Fred Semeniuk, Chapel Hill; Mrs. Claude Paoloni and Mrs. J. T. Hart, Greensboro; Mrs. T. J. Ham, Jr., Yanceyville; Mrs. M. L. Jacobs, Chapel Hill; Mrs. J. C. Jackson, Lumberton.

Fourth row: Mrs. R. E. Bangle, Mrs. E. A. Brecht, Mrs. I. W. Rose, and Mrs. Prentiss George, Chapel Hill. Miss Alice Noble, also present, is not shown in the picture.

DOINGS

OF THE AUXILIARIES

- Greensboro—Mrs. Claude Paoloni
- Rowan—Mrs. Robert H. Milton
- Charlotte—Mrs. Ted Johnson
- Chapel Hill—Miss Alice Noble
- Wilmington—Mrs. W. R. Adams
- Winston-Salem—Mrs. Arthur Johnson
- Pharmacy Wives—Mrs. W. J. Smith

Winston-Salem

September meeting

The Apothecary Club held its first Fall meeting at the home of Mrs. Leslie Myers, president, with twenty-four members and one visitor present.

In addition to Mrs. Myers, other officers assuming their duties were Mrs. A. C. Dollar, vice-president; Mrs. Arthur Johnson, secretary; and Mrs. Craig Lewis, treasurer.

Committee chairmen reported. After a discussion of ideas and projects for raising money, it was decided to hold an auction sale at the November meeting.

October meeting

The second meeting of the year was held at the home of Mrs. Arthur Johnson, secretary, with nineteen members present.

Admiral Howe, head of the Civil Defense in Forsyth County, gave a most inspiring talk on world conditions and their seriousness. He showed a film which illustrated peoples' reactions in time of panic as contrasted to their reactions when they had been given instructions to follow. He stressed the need of everyone's taking part in the Civil Defense Program.

Committee chairmen gave progress reports. Attendance at the November meeting was urged, since the auction sale will be held at that time.

Rowan

The Rowan Drug Auxiliary held its first meeting of the Fall on September 17th at the Salisbury Country Club, with Mrs. Henry Fairley, president, in charge of the session.

Devotions were given by Mrs. George Albright, and Mrs. Robert Milton read the minutes of the last meeting and the treasurer's report.

Mrs. M. L. Joye read a letter from Mrs. Ralph Rogers, State Auxiliary president, in which Mrs. Rogers accepted an invitation to meet with the Rowan Auxiliary for the October meeting. It was decided to ask Miss Alice Noble to give a program, either in Salisbury or Chapel Hill.

Mrs. Edwin Fuller, membership chairman, reported the following new members: Mrs. D. A. Thompson, Mrs. Robert Jordan, Mrs. Bob Howell, Mrs. Dallas Ammons, and Mrs. Craig Purcell. She reported she had contacted nine others who plan to join later in the year.

Mrs. Billie Pittman reported that the year books were well underway, and would probably be ready for the October meeting.

Hostesses for the coming meeting were announced as follows: October, Mrs. J. W. Compton; November, Mrs. Henry Fairley and Mrs. Robert Milton; December, Mrs. James Fowler and Mrs. M. L. Blankenship; January, Mrs. Edwin Fuller; February, Mrs. M. L. Joye and Mrs. Billie Pittman; March, Mrs. Robert Julian; April, Mrs. Harold Kennerly and Mrs. J. F. Carrigan; May, Mrs. Paul Miller and Mrs. Jack Rodgers.

Mrs. George Albright, serving as hostess for the luncheon, gave the chrysanthemum centerpiece to Mrs. Harold Kennerly as the door prize.

Greensboro

Our first meeting of the fall season was held at Harold's Restaurant, in the Friendly Shopping Center with Mrs. Fran Hart presiding. The devotions were given by Mrs. Edith Edmonds. Mrs. Mickey Rose introduced our speaker, Mr. Rae Turner of Turner Landscaping who spoke informally on lawn care and various other gardening problems. It was a most enjoyable and enlightening talk.

There were several visitors present: Mrs. Mary McCurdy, Mrs. Dale Wilson and Mrs.

(Continued on page 544)

Beverly Heath, who incidentally won the door prize.

A letter was read from Dean Brecht concerning our scholarship and one from Mrs. W. J. Smith concerning our forthcoming meeting in October in Chapel Hill.

Reports were given by the treasurer, Mrs. Lucile Farrington and Mrs. Usher, Chm., Sunshine Committee, who related that she had sent four gifts during the summer.

Mrs. Fran Hart named the new committee chairmen and respective members; Mrs. Jean Andrews passed a hostess list for volunteers for the months ahead.

Our trip to Chapel Hill was discussed with much enthusiasm. Since there will be at least twenty members going, Mrs. Edmonds was asked to investigate the cost of chartering a bus.

Mrs. Ruby Graham, our Ways and Means Committee Chairman, requested a choice of dates for the Dinner Dance party to be held at Starmount Country Club to be given by the Greensboro Drug Club. Our choice was December 18 by vote.

A possible project of a benefit bridge party was discussed and a decision was made not to sell Christmas Cards.

Chapel Hill

The Chapel Hill Woman's Pharmaceutical Auxiliary held its first fall meeting at the Institute of Pharmacy on the morning of October 9 with the President, Mrs. M. L. Jacobs, in charge of the business session and with ten members in attendance. Plans for the year were discussed and tentative programs for the monthly meetings approved. The president of the State Auxiliary, Mrs. Ralph P. Rogers, of Durham, will address the group at an early date. It was decided to alternate meetings during the year between day and evening sessions. Following the business meeting the group enjoyed a coffee hour.

Wilmington

The Wilmington Drug Club Auxiliary held its September meeting at the home of Mrs. W. A. Morton, with Mrs. R. E. Carter as co-hostess.

The president, Mrs. Carter, presided over a short business session, during which the chairmen of standing committees were announced.

Several members volunteered to dress Salvation Army Christmas dolls. Members were asked to bring canned goods to the next meeting for the Salvation Army Thanksgiving baskets.

Plans were made to conduct a rummage sale as a money-making project.

Bridge and Canasta were enjoyed by those present, after which delicious refreshments were served by the hostesses.

Charlotte

Members of the Charlotte Woman's Auxiliary were luncheon guests of Mrs. H. L. Bizzell at their September meeting which was held in the Woodlawn Room of the Park Road S & W Cafeteria.

Mrs. Clyde Lisk, president, and Mrs. Bizzell welcomed the guests at the door.

The tables were decorated with lovely arrangements of colorful fall flowers. Mrs. Clyde Lisk presided at the meeting. The door prizes were won by Mrs. M. J. Dean, Mrs. W. K. Gardner, Mrs. T. E. Whitehead and Mrs. Clyde Lisk.

After the business meeting, the members were asked to introduce themselves, tell what company their husbands represented, and how they had spent their summer vacations.

October Meeting

The October meeting of the Charlotte Woman's Druggist Auxiliary was held at the Hearthstone Restaurant, with Mrs. A. K. Hardee, Mrs. W. E. Hardee, and Mrs. Robert Biberstein in charge of decorations. Special guests were E. L. Hicks, John Kennedy, and Frank Snepp—all candidates in the coming election. Each one gave a brief sketch of his personal life.

Ledford's presented a very coloful fashion show. Door prizes were won by Mrs. James Millray, Mrs. W. D. Smith, and Mrs. Grady Blackmon.

Mrs. Paul Insch was in charge of the program, and Mrs. Clyde Lisk, Jr. presided.

New members welcomed to the club were Mrs. Jack Toller, Mrs. Frank Milstead, and Mrs. James Millway.

Rowan

Mrs. Ralph Rogers, state auxiliary president, was guest speaker at the October meeting of the Rowan Drug Auxiliary. Mrs.

(Continued on page 547)

Births

Prentiss William Wilkes, Jr.

Mr. and Mrs. Prentiss William Wilkes (Ernestine Baker), are announcing the birth of a son, September 14, weighing 8 lbs. 4 ozs. He was named for his father.

Marcus Sidney Bowen

Mr. and Mrs. T. W. Bowen of Wilmington are announcing the birth of a son, Marcus Sidney, October 4th, 1958.

Rossie Dean Herring

Mr. and Mrs. N. E. Herring of Wilmington are announcing the birth of a daughter, Rossie Dean, in September.

Marriages

Hagwood - Phillips

Ray Gordon Hagwood, member of the 1958 graduating class of the University of North Carolina School of Pharmacy, and Miss Iris Ann Phillips of Selma, were married Sunday, October 5th. The bride is a graduate of Rex Hospital School of Nursing. Ray is employed at the Village Pharmacy in Cameron Village, Raleigh.

Ferguson - Gwaltney

Lewis Mouchet Ferguson and Miss Patti Jean Gwaltney, both of Taylorsville, were married August 31st. Lewis is a partner with Rowe Campbell, Jr., in the Town and Country Drug Store of Taylorsville.

Deaths

J. A. MILLS

Joseph Arthur Mills, 73, Tabor City pharmacist, died October 14 following an illness of several weeks.

With the exception of a few years in Gibson, where he was employed immediately after passing the pharmacy board in 1915, Mr. Mills spent his entire life in Tabor City. In recent years, he had assisted Howard Harrelson in the management of Harrelson's Pharmacy.

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Pharmacy Laws-From Day to Day

By H. C. McALLISTER, *Secretary, N. C. Board of Pharmacy*

The practice of pharmacy is surrounded by perhaps more legal controls than any other vocation. As a result, situations occur almost daily in which the pharmacist is in doubt as to what course of action he should take in order to remain on the side of the law or to fulfill his professional obligations to the public and to the members of the other health professions. Many of the pharmacists who have been faced with these problems have forwarded their questions to the office of the Board of Pharmacy. Since these problems are believed to be shared by many, it is felt that the answers given will be of interest to pharmacists generally. Therefore, from time to time, the questions and the answers given will be published in the JOURNAL. The following is the first in this series.

Q. Suppose I get a prescription for a narcotic and I do not have quite enough of the medication to completely fill it. Can I give what I have and dispense the balance later on arrival?

Ans. No. Article 171 of Regulations No. 5 of the Narcotic-Internal Revenue Regulations states, "As a general rule, the partial filling of narcotic prescriptions is not permissible. If, however, a dealer is unable to supply the full quantity called for in a prescription and an emergency exists, he may supply a portion of the drugs called for by the prescription, provided he makes a suitable notation of the face of the prescription of the quantity furnished and the reason for not supplying the full quantity on the back of the prescription and advises the issuing practitioner thereof. No further quantity shall be supplied except upon a new prescription."

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HISTORICAL NOTE

(Continued from page 541)

American Revolution. Now it is being restored to its original use. It is believed to be the only surviving 18th century tobacconist shop in America. Skilled workmen are proceeding carefully with the initial steps of the restoration. Recent alterations and renovations have been torn out and the skeleton of the original structure with its massive beams and wide boards preserved with painstaking intelligence.

Worthy of note is the fact that an artery highway is being by-passed around Salem so that the beauty and peace of this lovely old section of an industrial city may not be marred by noisy heavy traffic!

ROWAN

(Continued from page 544)

Henry Fairley, president, introduced Mrs. Rogers, and also presided over the business program.

After the business meeting, Mrs. E. R. Fuller modeled new fall hats through the courtesy of Guyes of Salisbury. Mrs. Mauney Yancey was the narrator.

Mrs. A. E. Morris of Faith was welcomed as a new member. Four guests and twelve members were present.

Pharmacy Wives

The Pharmacy Wives (students' wives) of Chapel Hill held their 1958-59 organization meeting October 9th. Committee appointments were made, plans for the year discussed, and new members welcomed into the group.

The first program meeting was held a week later on October 16 when a film on cancer was shown. Mrs. Whittinghill, executive secretary for the Cancer Society spoke, and Dr. Kemp Jones presided for the discussion hour.

Mrs. E. J. McDonald is president of the group, and Mrs. Stanford Price is program chairman.

News Briefs

Construction of the Owens, Minor & Bodeker 35,000 square foot wholesale house was started in Wilson in mid-October. Completion is set 4 to 5 months hence.

Gilbert Colina (Mercy Hospital, Charlotte) has been elected president of the Southeastern Society of Hospital Pharmacists.

Henry Dowdy of High Point has been elected a member of the board of directors of Perpetual Savings & Loan Association. The Association provides financial services to more than 7,000 High Point families.

Cover Page

Mrs. Ralph P. Rogers, Sr. (right) of Durham, president of The Woman's Auxiliary of the NCPA, was a guest of the Western North Carolina Drug Club Auxiliary at a recent luncheon meeting in Asheville.

Here she is shown discussing plans with the president of the WNC Auxiliary, Mrs. Edwin C. Brown. The Asheville group will be host to several hundred members of the State Auxiliary, when the annual meeting gets underway next April. Photo by Don Hunter of *The Asheville Citizen-Times*.

SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

A Young and Growing Service Wholesale House,
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Foundation Directors Elected

Mr. P. A. Hayes, Justice Drug Company Greensboro and Mr. F. J. Andrews, formerly president of the Emerson Drug Company and now residing at Durham were re-elected by the Board of Directors to four-year terms as directors of the North Carolina Pharmaceutical Research Foundation. The new terms begin with the annual meeting in February.

Earlier in the year the North Carolina Pharmaceutical Association elected four members to similar terms as directors: C. D. Blanton, Kings Mountain; C. T. Council Durham; J. C. Jackson, Lumberton; and Roger A. McDuffie, Greenboro.

Attend NARD Meeting

North Carolina was represented at the annual meeting of the National Association of Retail Druggists, held in Philadelphia, Sept. 28-October 2, by Mr. and Mrs. T. J. Ham Jr. of Yanceyville, Mr. and Mrs. Alfred N. Martin of Roanoke Rapids, Mr. and Mrs. W. H. Houser of Cherryville; Mr. and Mrs. J. H. Best and George and Marion Edmond of Greensboro.

Foundation Seeks Funds

A kick-off dinner under the sponsorship of the North Carolina Pharmaceutical Research Foundation was held in Chapel Hill on November 9. Purpose of the dinner, which was attended by county chairmen and their wives, was to set the stage for a state-wide solicitation campaign.

E. A. Brecht, Secretary of The Foundation, said the completion of the new pharmacy building at Chapel Hill for twice as many students next year would increase the needs for supplementary help from The Foundation.

This year The Foundation's annual disbursement to the University of North Carolina for the School of Pharmacy amounted to $1,625, representing 4 undergraduate scholarships at $225; 3 undergraduate scholarship supplements at $75 and $50 for special library materials.

Named to Board

Clarence O. Huntley, pharmacist and manager of Blackwelder Hospital Pharmacy, Lenoir, has been selected as a member of the Caldwell County Health Board.

Mr. Huntley was named to fill the unexpired term of the late J. E. Shell.

Active in community affairs of Lenoir for many years, Mr. Huntley is a member of the First Methodist Church; Rotary Club of which he is a past director; member and past president of the Foothills Shrine Club of Caldwell, Burke and Catawba counties; Mason, York Rite Mason, and member of Oasis Temple of the Shrine.

He is past eminent commander of the Lenoir Commandery, Knights Templar, and has served on a number of committees of the North Carolina Pharmaceutical Association.

Protest Sunday Ban

Two Fayetteville pharmacists, W. M. K. Bender and B. Cade Brooks, have registered their opposition to a city ordinance requiring drug stores to close between 10 A.M. and noon on Sunday. When the two pharmacists appeared before the City Council, they pointed out the ordinance does not apply to cafes, restaurants, hotels, boarding houses and filling stations.

Double Duty for Barber

Lt. Ronald E. Barber has a double assignment with Uncle Sam: He is commanding officer of the ambulance (549th medical) company and pharmacy officer for the hospital to which the company is attached.

As a hobby, while Lt. Barber is overseas, he has started a collection of old mortar and pestles; says he has some interesting ones which he will exhibit on his return to the United States.

Complete address: Lt. Ronald E. Barber 02288243, 549th Medical Company (AMB) (SEP), APO 800, New York, N. Y.

In case you are looking for a pharmacist (April, 1959), here's a prospect.

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50 Years for Tart & West

To celebrate the completion of fifty years of service to the community, Tart & West of Roseboro observed a store-wide special sale during the week of October 13-18 in connection with the Rexall One Cent event.

Tart and West was established by D. W. Tart and is now operated by W. Latham West and his son, W. A. West.

Talks to Viewmont Club

Raymond Dutton, pharmacist at the Valdese General Hospital, was speaker at a recent meeting of the Viewmont Optimist Club. His remarks centered around the elements which contribute to the present cost of drugs.

Civic Club Speaker

In a recent talk to members of the Kannapolis Rotary Club, Rudy Hardy of Concord said: "the great things in life, the things which are really endearing and which make life good are the intangibles of life."

Topic of Mr. Hardy's talk was "Progress Is Our Most Important Product."

Lutz Completes Half Century

Horace C. Lutz is celebrating the golden anniversary of his career as the owner of Lutz Drug Store, Hickory. Mr. Lutz began operating his pharmacy in the same building in which it is presently located in September, 1908.

Tour Europe

Mr. and Mrs. W. Moss Salley, Sr. of Asheville are on a tour of European countries. Arriving shortly before the Brussels Fair closed, the Salleys visited this center of interest before fanning out to France, Germany, Norway and other countries.

The return date is indefinite. Moss, Jr. says his father and mother will book passage for home when they grow weary of sights and sounds somewhat foreign to those in Western North Carolina.

Receives $1,000 Prize

Annually, the Carolina Power and Light Company sponsors a community improvement program, with a $1,000 prize going to the winner. This year, Swannanoa took top honors.

As president of the Swannanoa Community Club, Pharmacist Wilbur Ward had the pleasant task of accepting the $1,000 award check from a representative of CPL; announced (at a Victory Dinner) the club would next sponsor a swimming pool.

Purely as a suggestion, if the club will stock the pool with fish, one steady customer would be Wilbur's father, W. A., who appreciates the pleasure to be gained from wetting a hook.

Hospital Pharmacists Meet

The North Carolina Society of Hospital Pharmacists met in Durham on October 18 with Dr. Robert R. Cadmus, Director of the North Carolina Memorial Hospital, as guest speaker.

Subject of Dr. Cadmus' address was "How Can Pharmacy Best Approach the Problem of Bringing Pharmacy Service Into Those Hospitals in Our Communities Not Having a Pharmacy Department?"

The meeting, held at Watts Hospital, was preceded by a dinner. Local arrangements were handled by Gerald M. Stahl, Secretary of the N. C. Society of Hospital Pharmacists. E. W. Rollins from the North Carolina Baptist Hospital in Winston-Salem presided.

Visitors included Edward Superstine of the Metropolitan Hospital in Detroit, Dean Edward A. Brecht of the UNC School of Pharmacy and H. C. McAllister, secretary of the North Carolina Board of Pharmacy.

Next meeting of the Society will be held in January at the N. C. Institute of Pharmacy in Chapel Hill.

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The Carolina JOURNAL OF PHARMACY

Volume XXXIX DECEMBER, 1958 Number 12

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The Carolina
JOURNAL OF PHARMACY

December, 1958
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★

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Better Communication Needed

At a recent community health workshop in Raleigh, sponsored by the Rural Health Committee of the State Medical Society, considerable attention was centered on this query: "Are we paying to much for physician services, drugs, nursing services and hospital fees? If so, how can they be reduced?"

A panel consisting of representatives of the state welfare department, state medical, nursing and pharmaceutical associations, hospitals and insurance firms discussed the subject for three hours.

A number of practical suggestions were made but our over-all impression of the discussion was that all phases of medical care costs are little understood by the public. And, as we listened to the discussion, it became evident a bad situation is growing worse.

It is generally agreed that what is needed is "better communication," or spelling out to the public in easily understood language just what it gets for its medical care dollar. If free enterprise is to remain operative in the medical care field, something definite along this line must be done.

A medical worker from England was present. His remarks were significant: "What I see taking place here today reminds me of an old movie; the scenes and the shifts are familiar, and I fear how it will all end."

All sorts of information can be cited to justify present day medical costs, but the public, with minor exceptions, is not interested in price indexes and comparative analyses. What the public wants to know is why a few capsules costs $8.00, a hospital room, $20 to $30 a day and an operation, $500.

We know the answers but does the public know? According to a recent survey, 7 out of every 10 persons think hospital charges are too high, 55% complained about the size of their dental bills, and half the persons interviewed said their doctor "over charged."

Last year it is estimated the pharmaceutical manufacturers of this country spent $127 million on research, some of which will eventually result in improved medical care. To assure perpetuation of our free enterprise system, which has provided a standard of medical care unsurpassed anywhere in the world, we suggest our pharmaceutical manufacturers allocate an increasing amount of their budgets to explaining to the public, in plain terms, what a bargain the medical dollar is today. Unless this is done, governmental action will increasingly dictate who gets what and at what price.

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill. North Carolina under the Act of March 3, 1879.

Phillips Opens Enlarged Store

Following an extensive remodeling program under the direction of professional store designers and planners, Phillips Drug Store of Albemarle held its grand opening recently.

The store's floor space has been doubled; many new fixtures have been added to convert the store to a self-service type operation. Merchandise is divided into 22 major categories.

The extensive remodeling program comes as a climax of the firm's 30th business anniversary year. M. Brown Phillips, owner and manager of the firm, first opened the store in 1928 in Norwood. About 10 years later he moved to Albemarle, buying out an existing drug company and selling the Norwood facilities.

Allen Sinclair is manager of the prescription department. During the opening days of the remodeled store, Henry Dunlap of Durham assisted as a relief pharmacist.

Our
Very
Best Wishes
at
Christmastime

The American Druggists' Insurance Company
Cincinnati 2, Ohio

Permit Denied

The High Point City Board of Adjustment has turned down a request by a number of doctors seeking a re-zoning of their Medical Center property in order to establish a pharmacy in the Center.

At a recent meeting of the Board, residents of the area vigorously opposed the request. The Board, in ruling the establishment of the pharmacy would be a commercial operation, contended that the disallowance of the request would work no hardships on the physicians operating offices in the Center.

A snack bar, previously operated in the Center, is to be closed. The doctors in the Center agreed the snack bar was a "nuisance."

Foundation Seeks Funds

The Annual fund raising campaign of the North Carolina Pharmaceutical Research Foundation was conducted in the state during November.

Campaign chairmen in 91 counties called on hundreds of pharmacists during the drive. A kickoff dinner in Chapel Hill on November 9, attended by country chairmen and guests, was addressed by Wade A. Gilliam, president of The Foundation, by Secretary Brecht and Dr. Syd Alexander and others.

The 11-year-old Foundation has had total receipts of $229,000 and disbursements of $74,000. Total endowments now amount to about $130,000.

A First for Mrs. Greyer

Mrs. Mary Alice Bennett Greyer was the subject of a recent illustrated story appearing in *The Bryson City Times.*

The third member of the Bennett family in Bryson City to practice pharmacy, Mrs. Greyer received special recognition as being the first woman to receive a B.S. degree in Pharmacy from the University of North Carolina.

In the absence of her father, Kelly E. Bennett, who is frequently away on business, Mrs. Greyer does a capable job as manager of Bennett's Drug Store. The mother of two daughters, Mary Jo and Jessie, Mrs. Greyer is president of the Business and Professional Woman's Club of Bryson City.

Ranch-Type Pharmacy

What is believed to be the only ranch-type pharmacy in the state has been establishd in Lumberton by Fletcher Dean.

Dean's Pharmacy located two blocks from Robeson County Memorial Hospital, is in a brand-new building on the corner at 27th and Barker Streets, Lumberton. Featured is a drive-in window.

Inside, giant exposed beams lend an English atmosphere to the professional pharmacy. Soaked in creosote, the beams cast a fragrance which led one reporter to remark —"this is the only pharmacy in the state that smells like a pharmacy."

Fletcher Dean, the owner, was formerly associated with Johnson's Drug Store of Lumberton.

Varner Holds Open House

Varner's of Brevard celebrated the completion of its remodeling-expansion program in early November by holding open house for three days. Free coffee and do-nuts were given away as well as a 17-inch TV set.

Eddie Varner and Everrett Norris are the owners of Varner's Drug Store. Clyde J. Duvall is pharmacist in charge of the prescription department.

Narcotic Order Form Revised

A new United State Official Order Form (#2513) is or soon will be in use.

Form 2513 is a three-part serially numbered snap-out set conforming essentially to the present order forms as to format. They will be issued in book style in the same manner as the present forms.

Form 679, Opium Order Blank Requisition, is the third fold of the cover and serves as a protective backing when order forms are being prepared by the initiators.

The new Form 2513 will not be distributed by District Directors of Internal Revenue until the supply of the present order forms is exhausted.

Mast Returns to NC

William H. (Bill) Mast has returned to North Carolina as an employee of the Lee Drug Store, Jonesboro Heights, Sanford.

In recent months, Mr. Mast has lived and worked in Virginia. A graduate of the UNC School of Pharmacy, we are glad to see Bill return to North Carolina.

The Masts have a 3-months-old daughter.

Transfers

L. A. Warren, Jr. from Hospital Pharmacy, Dunn, to the Walgreen Company, Raleigh; Walter K. Saunders, Jr. from Franklin Drug Company, Greensboro, to the C. C. Fordham Drug Store; Dallas Lee Ammons from Holmes Drug Company, Statesville, to the Salisbury Pharmacy, Salisbury; Jack H. Hickman from Shigley's Grove Park Pharmacy, Asheville, to Eckerds, 1025 Providence Road, Charlotte; Eldon McDaniel from Westerly Hills Drug to Plaza Hills Drug, Charlotte; John W. Moore from Economy Drug Store to Shigley's, Inc., 31 Hendersonville Road, Asheville.

UNC Grad Joins S-W Staff

Appointment of Dr. Nicholas H. Batuyios to the staff of the Sterling-Winthrop Research Institute as a research associate has been announced by Dr. M. L. Tainter, director.

He will serve under Dr. J. Edward Wolff, head of the tableting section in the Institute's Pharmacy Division.

Born in Icaria, Greece, Dr. Batuyios received B.S. and Ph.D. degrees in pharmacy from the University of North Carolina. From 1956 to 1958, he was a U. S. Pharmacopeia post-doctoral Fellow at the University of Michigan College of Pharmacy.

He is a member of the American Pharmaceutical Association, Rho Chi, Sigma XI and Phi Lambda Upsilon, and author of a published study of quaternary ammonium germicides.





Front row, left to right: Grant E. Key, Jr., J. Vernon Key, Carlton Tester, Joseph W. Ginn, Jr., Grant E. Key, James L. Sisk, Robert Tester, William L. Dowdy, Carl E. Martin. Back row, left to right: Robert R. Worley, Thomas L. Dawson, Virgil B. Lewis, W. Henry Clark, Aubrey Candler, James M. Smith.

A Worthy Project

Boys Home of North Carolina, Inc.

Four years ago Boys Home of North Carolina, Inc., Lake Waccamaw, North Carolina was established. Purpose of The Home is to provide a home for underprivileged, neglected, and pre-delinquent boys of the state, and to promote their general welfare.

Recently, W. Dorsey Welch of Washington was selected as a director of Boys Home. At the last meeting of the NCPA executive committee, the director of Boys Homes was authorized to circulate "collection cans" to the pharmacies of the state in order to permit the public to contribute to The Home. Details concerning the campaign will be mailed after the first of the year.

Boys Home is supported by various civic clubs including The Civitan Club and by the general public. It has been licensed by the North Carolina Department of Public Welfare to care for boys and to solicit for necessary funds. Gifts made to the institution are tax deductible.

Boys Home now consists of the Civitan Cottage, a 12-room house for sixteen boys and their housemother and property consisting of fifteen acres of land, which was purchased for $40,000, with $21,000 balance due.

Plans for the future call for 7 cottages to provide a home for 100 boys, vocational building, Chapel, well equipped library, adequate athletic facilities and sufficient residents' homes so that many of the Home's staff members may live on the property.

Applications for admission to Boys Home of North Carolina, Inc. are accepted from County Public Welfare Departments, Juvenile Judges and Domestic Relation Courts. An admission committee composed of the Director of Boys Home, Superintendent of Columbus County Public Welfare Department, and Superintendent of Columbus County Schools, review the applications.

A boy's acceptance is based entirely on his need, without consideration of reimbursement for his care from his family or the courts.

A boy may stay at Boys Home until he becomes adjusted and his former environment satisfactorily improves; is placed in a Foster Home until he completes High School and secures employment, or until he becomes of age to enter service. Failing to make social adjustment at Boys Home, he will be returned to the agency responsible for placing him in Boys Home.

The Director of Boys Home of North Carolina, Inc., is R. N. McCray, for 7 years director of physical education and head football coach at Tennesse-Wesleyan College and for 13 years at William & Mary College as director of health and physical education and head football coach. Mr. McCray has been identified with community recreation and youth programs for many years; is a capable administrator.

You can help Boys Home by participating in the program of your local civic or church groups in support of the program; by displaying the "collection can" on your counter after it is received; and by making a contribution now to: Boys Home of North Carolina, Inc., Lake Waccamaw, North Carolina.

You can join the "Buck-A-Month Club" by mailing a dollar bill to The Home.

As the Director of The Home has said: "Boys are an important crop that may not need rain, but they do need attention and cultivation."

WANTED

Pharmacist to manage $90,000 volume store. To right man, part-ownership available in future. JL-12.



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TAR HEEL DIGEST

Zack Lyon, sales manager for Peabody Drug Company, Durham, has been elected chairman of the Durham County chapter of the National Foundation (formerly the National Foundation for Infantile Paralysis).

* * *

Eckerd's Northside shopping center store in Winston-Salem has a 32-foot section to display greeting cards. There are 57 departments in the new store. William A. Simmons and William M. Howard are the pharmacists.

* * *

J. C. Mays, Southeast district manager for Walgreen, referring to the newly enlarged and remodeled Phillips Walgreen Agency Drug Store of Albemarle: "This is one of the most facilitated stores in the southeast."

* * *

Lucius Cook, manager of Smith Drugs of Hickory, was recently inducted a member of the Hickory Optimist Club.

* * *

High Point Pharmacist Joseph T. McGee was guest speaker at a recent meeting of the Licensed Practical Nurses. Title of his talk was "Preaching and Practicing."

* * *

A Duke Hospital pharmacist—Miss Jessie Lee Wilkins—whose legs were paralyzed by polio when she was a child, has been named Durham's Handicapped Employee of the Year.

* * *

D. A. Dowdy of High Point was a recent visitor to Rexall's headquarters in Los Angeles. Dowdy was taken on a tour of the Rexall facilities; met Justin Dart, president of Rexall Drug Company, and John Bowles, president of the Rexall Division of the Rexall Drug Company

* * *

A new Kannapolis corporation—Baxter's Drug Store—has been formed. Baxter F. Black, Thomas R. Bostian and Mrs. Frances W. Black, all of Kannapolis, are the incorporators.

* * *

R. L. (Swifty) Garris of Tayloe Drug Store, Washington, was injured in a two-car collision near Swan Quarter on November 17. He was hospitalized following the accident.

* * *

"Patent Medicines" was the subject of an address by N. O. McDowell, Jr. at the recent PTA meeting in Scotland Neck.

* * *

Thieves cut through the roof of the building housing Smith's Drug Store, Stokesdale, and departed with a small quantity of narcotics and $150 in cash.

* * *

Dean Edward A. Brecht of Chapel Hill spoke to the Rocky Mount Jaycees on November 12. Title of his talk was "Saving a Life Through First Aid."

* * *

Doctors Building Drug Company of Salisbury has been enlarged to include a new gift and toy department along with added facilities for wheel chairs and sick room supplies.







TOP:

Left—W. W. Morton

Right—
R. G. Hetzer, Jr.

BOTTOM:

Nevin D. Fetzer (1891

FOR DETAILS, SEE OPPOSITE PAGE

Morton to Head BC Sales Post

Mr. C. T. Council, president of the BC Remedy Company, has announced the appointment of Woodrow W. Morton to the newly created position of Sales Promotion Manager.

In his new duties Morton will travel extensively throughout the nation and work with "BC" sales representatives in acquainting wholesalers and retailers with "BC" sales promotional plans and policies.

Morton is a native of Durham and was educated in the local public schools. For the past 22 years he has been a sales representative for "BC" in various territories in eastern North Carolina. In connection with his work Morton has been actively identified with the affairs of the Traveling Men's Auxiliary of the NCPA, of which he is a former president.

Morton, his wife and two children are residents of 915 Monmouth Avenue and all are members of the Trinity Avenue Presbyterian Church.

To Direct New OMB Department

Rudolph G. Hetzer, Jr. has been named to head up the newly created Customer Store Promotion Department of Owens, Minor & Bodeker, Inc. The announcement was made recently by G. Gilmer Minor, Jr., President of the Richmond, Virginia, wholesale drug firm.

Minor stated that the new department would be under the direction of Gamble M. Bowers II, Vice-President and Sales Manager of O, M & B, and its major function will not be one of selling but of serving. The purpose of this department, he explained, is to bring up-to-the-minute merchandising ideas and assistance to our retail customers throughout Virginia, West Virginia, and North Carolina, to aid them in their store planning and layout, and to help them develop successful sales promotion activities. There are no charges for the services of this department, Minor said, and its activities are not confined to the products distributed by O, M & B.

Hetzer is a native of Richmond and received his early education in the public schools of this city. He attended Penn Military College and was graduated from the School of Business Administration, University of Richmond, where he now instructs a class on Sales Management in the evening school.

Historical Note

By ALICE NOBLE, *Research Historian*

Historical research has many thrills! An example is the snap-shot reproduced herewith. It is a likeness of Pharmacist Nevin Deiffenbacher Fetzer, of Concord, at work in his drug store in 1891 at a copper soda water generator. The interesting picture was traced by a collateral descendant living in Ohio, through a kinsman residing in Florida, who furnished the information that the snapshot was owned by Virginia descendants. The Ohioan Fetzer located the Virginia connections, secured the picture, and had a copy made for us. Now the treasure is a valuable addition to our archives.

It is a source of satisfaction to secure this additional data about Pharmacist Fetzer for, as far as we have been able to determine, he was the first pharmacist in the State who tried to form a state pharmaceutical society. In the Druggists Circular for January, 1872, he "begged space" to invite discussions by the druggists of North Carolina "as to the practicability of organizing a pharmaceutical society or association in the State, having for its object the encouragement of a higher standard of education in pharmacy; to elevate the calling as a profession; to render the practice of pharmacy as an adjunct to an honorable science more effective; and to try to put some check to empiricism and quackery." Nothing apparently came of Mr. Fetzer's efforts for a state association was not established until 1880 when through the endeavors of E. M. Nadal, of Wilson—"the Father of North Carolina Pharmacy"—the North Carolina Pharmaceutical Association became a reality.

For many years Pharmacist Fetzer, affectionately called "Nev," was a leading pharmacist of Concord and a prominent member of his profession. He obtained his apprentice training under Joel Reed in

(Concluded on page 587)

For seventy-three years

- - - - since 1885

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OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-ninth volume, and the first printed copy was "Seeman Printed."



The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

Prescription Drugs May Not Be Sold Without a Prescription

It is illegal for a pharmacist to sell prescription drugs without a doctor's prescription or to refill prescriptions without authorization from a doctor, the Food and Drug Administration pointed out in reporting the convictions of ten pharmacists in Georgia, Illinois, New York, Texas, and Wisconsin.

A Toccoa, Ga., pharmacist was placed on two years probation and the drugstore owner fined $1,000 by the Federal court. The pharmacist sold an amphetamine drug without a physician's prescription.

Three Brooklyn, N. Y., pharmacists were fined a total of $550 and their firm, $200. They were convicted of refilling prescriptions for amphetamines and tranquilizers without authorization from physicians.

1. Selling amphetamine without physicians' prescriptions. Kimsey fined $1,000; Williams placed on probation for 2 years.
2. Selling amphetamine and antibotics without physicians' prescriptions. Fined $600 plus $36.60 costs. (Terminated in September but not previously reported.)
3. Selling barbiturates and sulfonamides without physicians' prescriptions. Robertson and Lolos each fined $750.
4. Refilling prescriptions for amphetamine and tranquilizers without physicians' authorizations. Firm fined $200; Srebnick and Brackman each fined $150; Goldfarb fined $250.
5. Selling tranquilzers, hormones, and prednisone without physician's prescriptions. Keith and Glazer each fined $250.
6. Selling barbiturates and an ergot preparation without physicians' prescriptions. Firm fined $400; charges against Caldwell dismissed. (Terminated in September but not previously reported.)



I guess I am a bit "burned up" today, as one after another so-called agency, which we have promoted for years, is transferring their allegiance to the chain groceries and dime stores.

Revlon, Rubinstein and others that we have not only supported but helped advertise, paying half the bills ourselves. What price gratitude or glory?

What smart-aleck sales managers has convinced these firms that "over-all distribution" will guarantee their continued popularity or additional profit?

Years ago (and I have been in pharmacy for over 50 years) my store built up a large local business for Vivadou's Mavis Talcum Powder. Then the Vivadou salesman (or the company) decided to put it in every grocery and filling station in town.

Before long, the red cans of Mavis Talcum were deemed too common for even our servants to use.

I am not hoping or predicting anything like this for our seemingly inspired and perhaps ungrateful cosmetic friends—but desertion of retainers can cause some ugly sores.

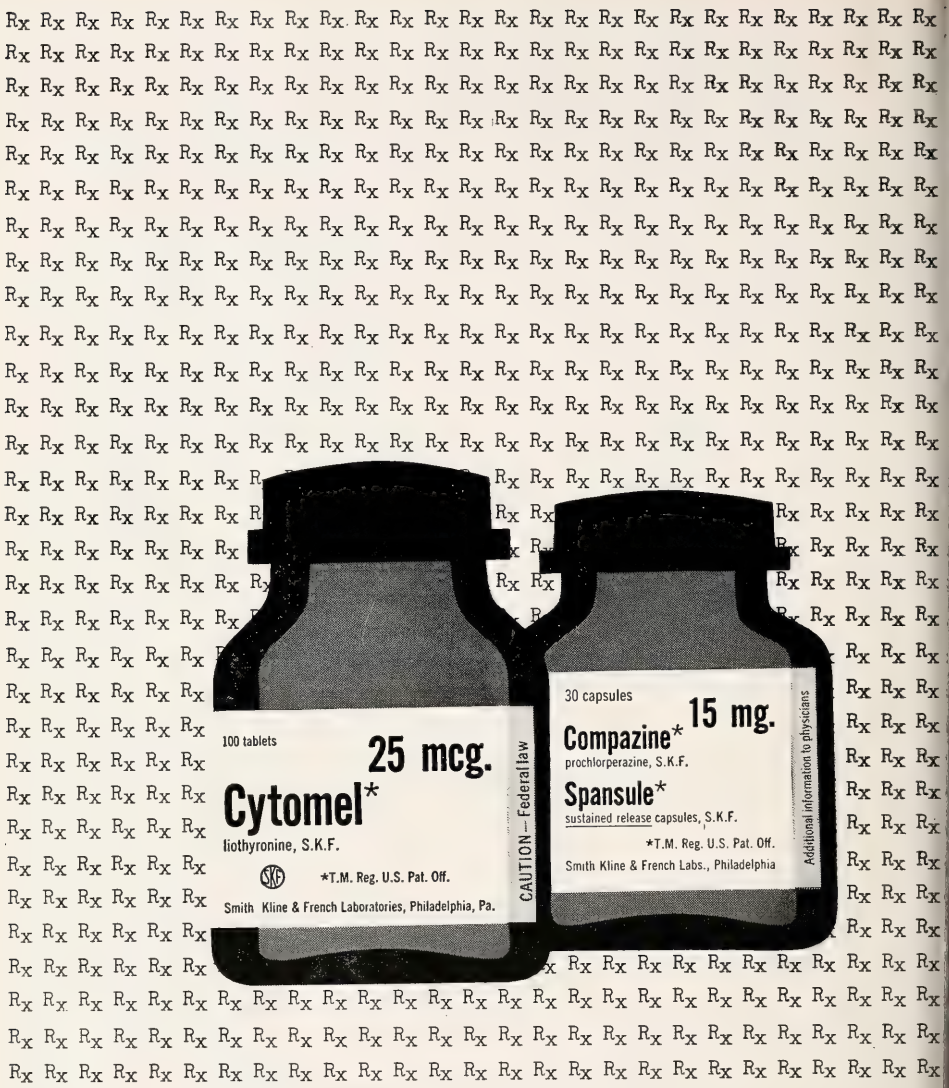
—Harold S. Overman, Elizabeth City

A Merry Christmas

and

A Happy and Prosperous 1959

PEABODY DRUG COMPANY
305 W. PETTIGREW STREET
DURHAM, NORTH CAROLINA



Over 20 million new S.K.F. prescriptions will be written in 1959.

An S.K.F. label means a fast-moving product.

Smith Kline & French Laboratories, Philadelphia

pioneering in pharmaceuticals . . . for better health

Random Comments

By W. J. Smith

Pfizer has a new research laboratory under construction at Groton, Conn. Among the items enclosed in the cornerstone, is a Terramycin sample "tagged" with radioactive isotope carbon-14. If you are around in 5,600 years, exactly half of the original carbon-14 will have decayed; future scientists have here an extremely accurate time-clock.

℞

Patrons of Shelby's "Green Leaf Hotel" and the distillers of Durham's "Green Lizard" ought to have something in common.

℞

One pharmacist has an aswer for unordered merchandise. Take the tie he received with note "Thousands of people are wearing these beautiful ties. We feel sure you'll want one, too. Just attach a dollar bill to the enclosed slip."

The pharmacist replied: "Thousands of people have been helped by these pills. I feel sure you will want to try them, too. No need to send money. The tie will make us even."

℞

Golf Note: Schering has produced a Coricidin red golf ball. First used at the NARD Convention at the Coricidin Golf Exhibit, which featured a 6-foot putting green (hole-in-one golfers became eligible for prizes).

℞

To the first five persons sending in the correct answer to this problem (it represents one phase of NCPA activity, a member having requested assistance in solving the problem) we will mail a gift: A horizontal oil tank 28 feet long and 6 feet in diameter is filled with oil to a depth of 4 feet. Find the weight of the oil, one cubic foot weighing 50 pounds.

℞

The State employs such highly educated personnel. Take for instance, the guards at Central Prison in Raleigh.

On a recent night it is reported one of the prisoners sang out: "Give me liberty or give me death!" From the end of the corridor a guard yelled: "Who said that?"

Back came the prompt response: "Patrick Henry." From the guard: "What cell you in, Patrick?"

℞

Sign getting favored position on some desks these days: "If you are looking for somebody with a little authority, I have as little as anyone."

℞

Hal Hutchins has this sage advice—early to bed and early to rise, and you'll never have red in the whites of your eyes.

℞

Mink toothbrushes, the latest item of necessity to hit the market. Ralph Rogers said he was unaware minks cleaned their teeth.

℞

A scientist has discovered that if the earth were entirely flattened, the sea would be two miles deep all over the world. Reading this, a citizen of Caldwell County is reported to have written the editor of his local paper: "If any man is caught flattening the earth, nab him on the spot. A lot of us here in Lenoir can't swin."

℞

Lady friend of ours, about 40, went to her doctor the other day. "I just don't know," she said. "I just don't feel too well when I get up in the morning."

The doctor fixed a weary eye on our lady friend and demanded, "Who does?"



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of Alka-Seltzer®

BRAND

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LOOK! LISTEN!
Special holiday advertising on an expanded national scale will enhance your sales of Alka-Seltzer



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for more than 75 years

MYSTERIOUS ASPIRIN

"Wonder" drugs are nothing new. An ancient researcher, delving into the mysteries of his alchemy, discovered the first one over 2,400 years ago.

Whether by his standards or ours, the phrase "original" wonder drug is most appropriate for his discovery. It was unquestionably the first remedy, chronologically, with the broad range of medical usefulness that fits today's popular definition of a "wonder" drug. Even more amazing is that the drug is not only still in use, but is gaining increasing admiration and respect from the medical profession with each passing day.

The drug is aspirin. But the ancients didn't know it by that name or in its present form.

Apparently, credit for the discovery of what the world now calls aspirin belongs to an unnamed doctor of 400 B.C., as he probed herbs and leaves to find a cure for diseases then termed podagra and fistulas. Then, as now, the medicine was used primarily to treat man's most common complaint—pain.

The leaves and bark of the willow tree were among the earliest natural sources to yield the family of salicylate chemicals, of which aspirin is the most popular. Indeed, aspirin is by far the world's most widely used medicine and, most physicians add, the **most widely useful.** If counted, the number of serious diseases and lesser ailments treated with aspirin would come to over 200.

By the second century, boiled pastes and liquids made from willow leaves and bark were used for removing callouses and easing earaches. Such was the fame of their efficacy that even then these primitive salicylates were used as pain-relievers by the far-removed Romans, African Hottentots and American Indians, among others.

As centuries passed, they were found helpful in a greater variety of human afflictions: eye and skin diseases, liver ailments, worms, blood disorders. By the 18th century, willow bark and leaves were also being used as a diuretic and in "rheumatism."

In the same period, doctors stumbled on a dramatic new action of the compounds. Fifty patients in an English hospital, suffering from "agues and intermittent disorders," were treated with powered forms of dried willow bark. In each case fever dropped to normal.

Thus the salicylates became known as fever-reducers as well as pain-relievers. Dr. Ezra State announced the finding to London's Royal Society in 1763, thereby stimulating scientific interest in the drugs for the first time.

Willow bark was carefully studied for clues to its wondrous makeup. In 1826, two Italian scientists, Brugnatelli and Fontana, reported finding an active ingredient which they called salicin. A few years later, a French colleague isolated the substance in its pure state.

The search continued until, in 1853, a major breakthrough occurred. Charles von Gerhardt, an Alsatian chemist, synthesized acetylsalicylic acid—aspirin—in the same form we know it today.

(Continued on page 571)

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Carry your store's identity by color and personalized copy right into your customers home..... for the life of the Prescription.

Another plus value of the modern paper box with its clean fresh label.

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WHEN

you show and sell them the ECONOMY size!

50 POWDERS

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STANBACK



and ONLY Stanback offers you this size package for...

MORE PROFIT

MYSTERIOUS ASPIRIN

(Continued from page 569)

Ironically, neither science nor society gained any immediate benefit from the discovery. Being a chemist and not a clinician, von Gerhardt knew of no practical applications of his finding and put it on a laboratory shelf to gather dust.

The next milestone took place in 1874 with the synthesis by German chemist Herman Kolbe of salicylic acid, aspirin's active ingredient. It was immediately hailed as a tremendous therapeutic advance. But it proved to be a relatively short-lived triumph, despite a joyous report from Dr. Franz Stricker, a Berlin physician, that salicylic acid appeared to be easing "rheumatic" pains and stiffness. Unfortunately, reports poured in at the same time that the new drug was responsible for various side effects.

The "second" discovery of acetylsalicylic acid took place in 1899, 46 years after von Gerhardt's synthesis. The locale for this dramatic episode was the Bayer Company plant in Germany, where young chemist Felix Hoffmann was confronted with a personal reason for finding a drug superior to salicylic acid.

His motive was an elderly father crippled with rheumatoid arthritis who complained of the unpleasant reactions stemming from the salicylic acid treatment he was receiving. Hunting through scientific journals, Felix came upon a report of von Gerhardt's discovery and, after studying its chemical properties, was convinced he had the answer.

And so it proved. It not only effectively relieved the elder Hoffmann's arthritic pains, but caused no side effects. Filled with enthusiasm, Felix evaluated the new compound in other arthritics and consistently got the same results.

With his cup of scientific achievement brimming, another striking discovery caused it to overflow. For in the course of his clinical trials, Felix Hoffmann learned that acetylsalicylic acid also cured the headaches of the arthritic patients he was treating. Thus, by accident, was uncovered the indication for which aspirin has become universally famed—a headache reliever.

Medical history records the fact that aspirin—since 1899—swiftly came to be regarded as the universally preferred medication in arthritis. Perhaps more amazing in this tale of an amazing drug is that, today doctors still say it is **unquestionably the most useful** in combatting the disease—and prescribe it in over 80% of arthritic cases.

Merely to note its continuing use over a 60-year period is not enough. Chances are the average person would suspect that his leg was being pulled if he were to read of a single drug being highly recommended by doctors for virtually every disease from the common cold to cancer; a drug that could relieve inflammation, fever and pain, reduce the crippling effects of arthritis, improve blood circulation, prevent kidney stones, relieve sunstroke, act as a mild sedative, control rheumatic fever, substitute for insulin in diabetes, among other things.

Yet aspirin is credited with all these attributes in recognized medical journals.

Both in rheumatoid arthritis and rheumatic fever, doctors generally will choose to treat their patients with aspirin rather than cortisone and its newer derivatives. The reason is that the latter drugs do not cure (there are no known cures for either disease), and are considerably more dangerous to patients than aspirin.

Daily doses of aspirin reduce the recurrence rate of kidney stones by nearly 50 per cent, investigators at Harvard and Georgetown School of Medicine have stated. Other scientists found that aspirin produced striking relief in some patients with trichinosis, a sometimes fatal disease caused by a parasitic worm in pork. Regular aspirin doses were beneficial in severe skin ailments, a professor of medicine at the University of Iowa has written.

Everyone recalls the world-wide Asian 'flu epidemic in 1957, and the tremendous toll of U. S. victims. Since the infection was caused by a new strain of virus, the problem of prevention and treatment was a serious one to health authorities.

The Surgeon-General's considered recommendation, it will be remembered, was: bedrest, fruit juices and **aspirin.**

Among its multiple uses, however, none approximates the astonishing conclusions in

(Concluded on page 573)

Upjohn

best-seller for 31 years!

Cheracol*

Each fluidounce contains:

Codeine phosphate 1 gr.
Chloroform 2 grs.
Potassium guaiacolsulfonate 8 grs.
Ammonium chloride 8 grs.
Antimony and potassium tartrate 1/12 gr.
Alcohol 3%
With white pine and wild cherry bark

Supplied:

Bottles of 2 and 4 fl. ozs., pint, and gallon

*Trademark, Reg. U. S. Pat. Off.

The Upjohn Company, Kalamazoo, Mich.



MYSTERIOUS ASPIRIN

(Continued from page 571)

two recent reports. Writing in the *British Medical Journal*, Dr. J. R. Reid described treating a rheumatic fever patient with large aspirin doses, only to learn the victim also had diabetes. To his surprise, the diabetic condition stayed under control although the patient was **receiving no insulin.**

Sceptical of the only logical explanation —aspirin was responsible—Dr. Reid administered aspirin to seven diabetics. The original finding was confirmed. Without insulin, aspirin controlled the disease. Needless to say, the medical profession has yet to accept the validity of this report. On the other hand, the reputable *Canadian Medical Association Journal* urged that the hypothesis be studied because there are sound reasons to believe that aspirin can "become a valuable antidiabetic agent."

Even more startling is a study published by a California physician respecting aspirin's action against this country's leading killer—heart disease. Dr. Lawrence Craven stated that not a single heart attack or "stroke" occurred among 8,000 middle-aged and elderly men who were given small daily doses of aspirin over a 10-year period.

This report, like the diabetes study, is unsubstantiated. But there is medical rationale to warrant further investigation. Aspirin is known to be a mild anticoagulant—meaning it can slow the blood's clotting time. And it is the formation of clots in the arteries nourishing the heart and brain that trigger attacks.

All of the preceding adds up to a story so impressive that the familiar white aspirin tablet—standby of the family medicine chest—is now the object of more scientific interest than at any time in its 105-year history.

Why? Because nobody knows precisely why and how aspirin does what it does.

Aspirin is truly a mystery drug. It lowers fever, kills pain and reduces inflammation. But science cannot explain why. Aspirin lowers body temperature to normal, but not below normal—and there is no satisfactory reason for this oddity.

Aspirin relieves pain. Two or three standard five-grain tablets bring the same amount of relief as six or a dozen tablets taken at one time—but no explanation for it, either. Aspirin has an anti-inflammatory effect on arthritic joints, a response that some theorists say is due to its analgesic action. Yet far more powerful analgesics, like Demerol and morphine—are of little value in the disease.

Today, medical science can say only that aspirin does a remarkable job—many remarkable jobs—and go on wondering how and why. For aspirin is a riddle wrapped in an enigma.

SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists

We Appreciate Your Business

Activities of the Local-Sectional Clubs

Henderson County

The state's 21st local-sectional pharmaceutical organization—The Henderson County Pharmaceutical Association—was organized recently in Hendersonville.

Aiken Pace, manager of The Justus Pharmacy, is president of the new organization, which includes members from the county's nine retail pharmacies and two hospitals.

Other officers of The Henderson County Pharmaceutical Association are: W. L. Harper, vice president; Mrs. Margaret Gretz, secretary-treasurer; and William C. Beck and J. B. Lovingood, members of the executive committee.

Projects in which the Association is now engaged include a cooperative advertising program in the newspapers and school yearbooks, uniform prescription blanks and a credit rating service.

Membership in the Association is open to pharmacists, pharmacist apprentices and drug store owners in retail or hospital pharmacy. Dues, $5 a year; participating retail drug stores pay $10 annually.

Rutherford County

The Rutherford County Drug Association, in cooperation with the medical society and welfare department of Rutherford County, has alerted the public to a "racket" in operation in that section of the state.

In an advertisement appearing in **The Spindale Sun,** the drug association sponsored this notice to the public:

"It has come to the attention of the medical society, drug association and welfare department that certain people have come into this county representing themselves as agents of doctors and the welfare department trying to sell drugs and medications to the people of this county.

"These people have nothing whatsoever to do with the medical society, welfare department or drug association and anyone contacted in this manner should call their family physician at once."

According to the sheriff's department, persons receiving welfare assistance are informed that a new drug has been made available for their use, and that the welfare department will take care of the drug's cost by increasing next month's check. Some welfare persons have been taken for as much as $20.00 by means of this confidence racket.

Lenoir County

A. L. Hogan of Kinston has been elected president of the newly organized Lenoir County Pharmaceutical Society. His election followed the adoption of the Society's constitution and by-laws on October 19.

Mrs. Marsha Brewer of Pink Hill was elected vice-president. H. C. Paderick is the secretary-treasurer.

The Society was organized to promote a better inter-professional relationship and advance the health and welfare of the community.

Mecklenburg

The pharmacy laws of North Carolina—past, present and future—were discussed at a meeting of The Mecklenburg Pharmaceutical Society in Charlotte on November 5.

Speakers and subjects included H. C. McAllister, "What Revisions to the Present Laws Would Be Desirable"; Ruffin Bailey, "What Procedures Are Necessary from the Local and State Pharmaceutical Societies to Procure the Enactment of New Laws"; and W. J. Smith, "What Can the State Pharmaceutical Association Do to Further the Enactment of New Laws or Revisions of the Present Laws."

A panel discussion, with Gilbert Colina acting as moderator, followed the formal talks. Claude Paoloni and Edwin R. Fuller joined the speakers for the 5-panel group.

Stanley Slessinger, president of the Mecklenburg Society, presided during the meeting.

A number of local and sectional clubs sent delegates to the meeting.

Durham-Orange

Guest speaker at the November 17 meeting of the Durham-Orange Drug Club was Wilbur E. Powers, executive secretary of the National Pharmaceutical Council, with headquarters in New York City.

The meeting, held in Chapel Hill at the Institute of Pharmacy, was attended by 55

ACTIVITIES

members and guests. A dinner preceded the business program.

Mr. Powers discussed the activities of the National Pharmaceutical Council, which has been instrumental in curbing the substitution of certain prescription products in some areas of the country, and commented on a number of subjects of interest to pharmacists.

The dentists of Durham and Chapel Hill will be guests of the club at next (January) meeting.

Alamance

In the future, members of the Alamance Pharmaceutical Society will meet the third Wednesday in each month, with the next meeting scheduled for January 21.

At the Society's November 11 meeting, a nominating committee was selected: Al Moir, Gene Sherard and Joe Barbour.

Details of the N. C. Pharmaceutical Research Foundation's drive for funds was discussed and the members urged to support the project.

In the future, members of the Society will be called by phone and reminded of the meeting date. The names of absent members are to be published in the Society's monthly newsletter.

Henderson

H. C. McAllister, Secretary of the N. C. Board of Pharmacy, was guest speaker at the November 24 meeting of the Henderson Drug Club. Held in Henderson at The Vance Hotel, the meeting was attended by several pharmacists from Oxford as well as members of the local organization.

The speaker discussed a proposed revision of the State Pharmacy Act. Clarence Page, president of the club, presided. The business session was preceded by a dinner.

Greensboro

Mr. W. Y. Preyer, Sr., past president of the Vick Chemical Company, was guest speaker at the November 28 meeting of The Greensboro Drug Club. Title of Mr. Preyer's talk was "Doings Behind the Curtain in Big League Pharmacy."

The speaker told how the late L. Richard-

(Continued on page 587)

Lilly
PRESTIGE PRESCRIPTION PRODUCTS



WE ARE A Lilly DISTRIBUTOR

Time to take stock

As the end of the year draws near, it is traditional that retail pharmacists begin to lay plans for taking their annual inventory. It is apropos that we, also, should pause to "take stock."

We are deeply grateful for your good will and appreciate the privilege of serving you. We sincerely hope we may merit your confidence and patronage in the future.

May our best wishes come to you at a time when you, too, are enjoying pleasant reminiscences of loyal friendships that have lasted through many years.

THE GEER DRUG COMPANY

Charleston • Spartanburg • Greenville, South Carolina

Serving the Druggists since 1896

Recommend "BC" with Confidence...



America's Fastest-Selling Headache Powder

. . . And As A Tablet—

A Nation-wide Success Selling Faster Each Day

REPEAT SALES ASSURED!

"BC" is the product of a well-established firm that has continually manufactured "BC" . . . and nothing else . . . for almost a half century.

As you will recognize on the label, "BC" contains a number of well-known ingredients widely recommended for the relief of pain. These ingredients are compounded and "BC" is produced under the finest pharmaceutical-type conditions in a modern plant.

You can recommend "BC" with confidence. The gentle but effective relief of "BC" will bring you repeat sales.

BC

OVER 89 MILLION PACKAGES A YEAR

backed by hard-hitting local and national advertising

B. C. REMEDY CO.

DURHAM, NORTH CAROLINA

Pharmacy Laws - From Day to Day

By H. C. McALLISTER, *Secretary, N. C. Board of Pharmacy*

Q. Mrs. X, who has been a customer of ours for thirty-five years, has developed a terminal cancer, for which Dr. J. has been prescribing morphine to relieve pain. Recently, Mrs. X went to live with her daughter in an adjoining town, but she is still under Dr. J.'s care, and he continues to prescribe narcotics for her. Mrs. X prefers to keep her account with us but finds it inconvenient for her family to have to come here once or twice a week for her medicine. Is it permissible to mail these drugs to Mrs. X?

Ans. The Postal Manual specifically prohibits the mailing of certain items. Among these are poisons, including narcotics. Section 141 (c) of the Postal Manual is as follows:

"Prohibitions and Restrictions.

Poison, including narcotics (opium, morphine, cocaine, etc.), explosives and inflammable articles (see 222.31 (h)) and all other articles excluded from the domestic mail or are injurious to health, life or property. Articles containing gas or liquid under pressure, except that products incorporating compressed gas are acceptable if the mist produced is noninflammable, the quantity of contents are not more than a pint and not more than one container per package. The container must be completely surrounded with sawdust, bran or other absorbent material sufficient to take up all liquid contents." "222.31(h)

Articles which may in any way damage or destroy the mail or injure the persons handling them. This includes liquids which may cause injury by contact with the skin or give off irritating vapors; also explosives and inflammable liquids having a flash point by the Tagliahue open tester of 80°F or lower and inflammable solids which are likely, under conditions incident to transportation, to cause fires through friction, through absorption of moisture, or through spontaneous chemical change.

(j) Oxidizing materials such as chlorates, permanganates, peroxides, or nitrates which yield oxygen readily to stimulate the combustion of organic matter."

In the event medication falls within any of the classifications listed under "Prohibitions and Restrictions" above, the sender must employ other means of delivery by private carriers. Although these private carriers are not restricted by prohibitions on the shipments of poisons and narcotics, the Interstate Commerce Commission provides that certain poisons, corrosive acids, radioactive materials and explosives be labeled in a specific manner. The carriers agent is familiar with these restrictions and usually provide the necessary labels to comply with the regulations.

For the delivery of substances whose shipments in the mail is prohibited, Railway Express or Bus parcel service will usually provide quick, efficient and reasonable transportation.

POWERS-TAYLOR
DRUG COMPANY
Richmond, Va.

Wholesale Druggists
Importers & Jobbers
Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years
insures our ability to serve you
satisfactorily

"ME...a hard luck guy?



...not any more!

This coat now. Not mink, maybe, but it's good stuff. Feel it. Jane'll flip over this, for sure. Times *do* change, and so did I."

Change from what?

"Well — I was a hard luck guy. My first drug store folded flat, because it was just a *drug* store. Second time, I added a fountain with cheap, 'high-profit' ice cream. Barely squeezed out with my shirt."

And now?

"Mmmmmmm. Just feel this fur coat. Well, now I've got a drug store in a top spot with a *Sealtest* ice cream fountain."

What about profits?

"By the handful! And in all departments."

Recommend Sealtest fountains to other druggists?

"No. Why should I slip a hot tip to my competitors? All they gotta do is call the local Southern Dairies plant and get the pitch from a Sealtest salesman!"

Sealtest TRADE MARK ICE CREAM

...sells your store!

Unlawful Sale of Drugs by MD's

The Federal Food, Drug and Cosmetic Act prohibits the sale of "Rx Legend" drugs by physicians who sell them to persons who are not their patients. Here are some recent court actions in this area:

Samuel J. DeFreese, M.D., Monroe, Ga., three years in prison for selling 55,000 amphetamines without prescription to FDA agent who posed as selling tablets wholesale at truck stops. In second case with wife as co-defendant, one year prison terms each for selling amphetamines without prescription. A motion to appeal filed.

Jim T. Harrison, unlicensed practitioner of osteopathy at Acworth, Ga., suspended sentence, on probation two years for selling amphetamine drugs in 1,000-tablet bottles to FDA agents posing as truck drivers. Harrison told agents he could make $1,000 a week if he'd devote full time to selling "bennies."

Thomas Guy Brown, M.D., Dumas, Tex., five months in jail, $5,000 fine, 4 years probation for selling drugs to FDA agents. Inspectors dressed as truck drivers first got "prescriptions" for amphetamines merely by asking for them. No physical examination, no questions asked. Later agents bought drugs up to 1,000 at time with no questions asked. U. S. Court of Appeals upheld verdict; U. S. Supreme Court refused to review case.

In a recent case, three persons in Los Angeles, one a physician, were found guilty of conspiracy to violate the federal food and drug law. They had been indicted on 20 counts of selling barbiturates and amphetamines without prescriptions.

Inspectors bought the drugs without consultations, case history, physical examination, diagnosis, or the establishment of any normal doctor-patient relationship. They were obtained merely by asking for "reducers" or "sleepers."







Carolina Camera

Members of the Greensboro Drug Auxiliary visited the Institute of Pharmacy in Chapel Hill in October. Pictured at the side entrance of The Institute are 25 members of the Auxiliary.

Mrs. Frances Hart, President of the Auxiliary, is shown (center) with the Greensboro Drug Auxiliary sign. To her right is Mrs. Ralph P. Rogers, Sr. of Durham, President of The Woman's Auxiliary of the NCPA. Story on page 584.

P. G. Carter, Secretary-Treasurer of Owens, Minor & Bodeker (extreme right) retired October 31. Presenting him with a silver candelabra are the following OMB officers, left to right: G. M. Bowers II, vice-president; P. M. Minor, vice-president; and G. G. Minor, Jr., president.

Carter is widely known in drug circles throughout this section of the country. He joined the O. M. & B. organization in August of 1918 after serving 14 years with the Watkins Cottrell Company, a local wholesale hardware firm.

Reflecting back on his early days with Owens, Minor & Bodeker, Carter, points to the great changes that have taken place during the past four decades. He started as credit manager, a job which, he maintains, doesn't exist in the wholesale drug business today. Those who supervise credit in modern business are referred to as customer relations managers. Getting orders in those days was only a part of the salesman's job, Carter recalls. In the afternoons each city salesman, of which there were two, would return to the warehouse, help pack and ship the order and make out the bills. Today, the O M and B salesman's sole job is to service his customers. Billing is handled by two electronic machines and orders are assembled, packed and moved to the shipping floor on a marvel of modern conveyors.

Another incident that stands out in Carter's memory took place back in 1932-33 during the depression. Concerned with the many business failures of that day, Owens, Minor & Bodeker accepted bales of cotton in lieu of cash from some of their customers in North Carolina. This they had to store in bonded warehouses until the price of cotton went up enough to cover the money due.

Reaco

Reabela Tablets
$8.00 per 1000 $12.00 doz. 100s

Reaco B-Complex with C Tablets
$20.00 Doz. 100s

Reaco A & D Capsules $10.00 Doz. 100s

A. E. P. Tablets $24.00 Doz. 100s

Pyridoxine HCl (B6) 10 mg. Tablets
$2.25 per 100

Pyridoxine HCl (B6) 25 mg. Tablets
$4.50 per 100

Pyridoxine HCl (B6) 50 mg. Tablets
$7.50 per 100

Reavita Capsules $34.80 Doz. 100s
$28.00 per 1000

Neo-Reavita $36.00 Doz. 100s

Reacaps $25.80 Doz. 100s

Rea-Secal $15.00 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated

REACO PRODUCTS

P. O. Box 247

WEST DURHAM, NORTH CAROLINA

Howell Hall Happenings

The most important event for the School of Pharmacy during the past month was the meeting at the Carolina Inn on Sunday, November 9, of the county chairmen for the annual drive to solicit funds for the North Carolina Pharmaceutical Research Foundation. While only 12.5 per cent of the county chairmen could attend the meeting, they represented 28.1 per cent of the pharmacists. Wade A. Gilliam, President of the Foundation, presided at an excellent meeting at which it was noted that attendance was perfect to begin at 1:00 P.M. as scheduled and that the meeting was concluded two minutes before three o'clock, the target for adjournment. Real enthusiasm was expressed for the program of the Foundation, particularly in view of the increased opportunity when the new building is completed to accommodate twice as many pharmacy students. An attractive pamphlet was distributed and copies are available on request. Good newspaper coverage of the appointments of county chairmen was gained by a release prepared by Mr. Robert Bartholomew, Public Information Officer for the Division of Health Affairs.

A new record in early timing was set in November when two pharmacists came to the School of Pharmacy to interview fourth year students for positions after graduation next June. The best time for such interviews is 3:00 P.M., Monday through Thursday and can be arranged easily through Dean E. A. Brecht.

The way in which history repeats itself is not always pleasant. Dean Brecht spent the evening of October 30 at the Chapel Hill police station helping to undo the work of two magazine salesmen who fraudulently represented themselves as pharmacy students. The two salesmen, Roland Payne and Wayne Pridgen, representing the Union Circulation Company, were stopped about a year ago



Look what I found!

I found that my customers really go for those tasty Lance snacks. And I found, too, that I make more money on them than any other brand. Must be because they sell so fast.

They're advertised

LANCE

CHARLOTTE, N. C.

but continued their activity in Durham, Raleigh, and Salisbury according to later reports. Mr. Payne was caught quickly by the police and was happy to make prompt restitution of funds to customers who were irate upon learning that the salesmen were not pharmacy students. The other salesman could not be caught, and local merchants are waiting for restitution of funds on checks for which payment was stopped. It would be interesting to know why it is advantageous for the salesmen to pose as pharmacy students, but the fact can be taken as a compliment that there is a general interest in the welfare of students for the profession.

Dean E. A. Brecht served as chairman of one of the residential districts and Doctor Fred T. Semeniuk served as chairman in the Pharmacy Building for the annual drive of the Community Chest in Chapel Hill.

Doctor Rudolph H. Blythe, Director of Pharmaceutical Research for Smith, Kline & French Laboratories, addressed the third and fourth year students on "The Philosophy, Advantages, and Evaluation of Sustained Release Products" on November 3.

On November 12 Dean E. A. Brecht spoke on "Accident Prevention in the Home" at the meeting of the Junior Chamber of Commerce in Rocky Mount. The address was sponsored by the Rocky Mount—Nash County Chapter of the American Red Cross.

Dean E. A. Brecht attended the Rural Health Workshop with special interest in the group discussion on "The Cost of Medical Care" in Raleigh on November 21. The workshop was sponsored by the Committee on Rural Health and Education of the Medical Society of the State of North Carolina.

Student Branches of the NCPA and A.Ph.A.

Reported by SYLVIA BONNER, *Secretary*

Mr. Wilbur A. Powers, Executive Secretary of the National Pharmaceutical Council, addressed the members of the student branches and the faculty on November 18. In addition to the problem of substitution, he discussed a number of problems current in pharmacy today.

Kappa Epsilon

Reported by PHEBE MCDONALD, *Secretary*

A special meeting was held at the home

(Concluded on page 587)

everyone goes for
Pine State
MILK



ICE CREAM



PROFIT FROM THIS EXPERIENCE

Pine State

North Carolina's Choice Since 1919

DOINGS

OF THE AUXILIARIES

- **Alamance—Burlington News**
- **Asheville—Asheville Citizen**
- **Greensboro—Mrs. Claude Paoloni**
- **Rowan—Mrs. Robert H. Milton**
- **Charlotte—Mrs. Ted Johnson**
- **Chapel Hill—Miss Alice Noble**
- **Wilmington—Mrs. W. R. Adams**
- **Winston-Salem—Mrs. Arthur Johnson**

Burlington-Alamance

The October meeting of the Alamance Drug Auxiliary was held at the home of Mrs. Paul Morrow, with Mrs. L. B. McAllister and Mrs. J. P. Barbour as hostesses.

Mrs. C. A. Wharton gave the chaplain's message and after the luncheon, Mrs. A. L. Moir, president, conducted the business session. She reported on the luncheon-meeting attended at Chapel Hill by the Officers: Mrs. Moir, Mrs. C. A. Wharton, Mrs. A. F. Barbour, Mrs. Sandy Griffin.

Plans for the annual Christmas bazaar to be held in December were discussed.

Guests for the meeting were Mrs. David Hix and Mrs. James Peele.

Asheville

At the November meeting of the Western North Carolina Drug Auxiliary, Mrs. E. S. Koon spoke on Art. At the conclusion of her remarks, she was presented a gift by Mrs. J. W. Harrison.

Mrs. R. P. Blanton and Mrs. M. A. Scott were introduced as new members.

Dressed dolls were collected to be returned to the Salvation Army, and plans were discussed for a rummage sale.

Prizes were won by Mrs. Scott and Mrs. L. G. Crouch.

Chapel Hill

Mrs. Rupert Jernigan, assisted by Mrs. E. A. Brecht, entertained members of the Chapel Hill Woman's Pharmaceutical Auxiliary at an afternoon tea on November 6th.

A brief business session was held, with the president of the organization, Mrs. M. L. Jacobs, presiding. Plans for a Christmas pot-luck dinner party, to be held at the home of the W. J. Smiths, on December 29th, were discussed. Mrs. Fred Hawkins was named chairman of the dinner committee.

Charlotte

The Charlotte Woman's Druggist Auxiliary held their November meeting at the Park Road S & W in the Woodlawn Room.

Mrs. D. Clyde Lisk, Jr. presided. The tables were beautifully decorated with basket trays of fruits and berries.

Mrs. F. F. Potter gave the devotional. Mrs. Paul Insch introduced the speaker, Mr. Jerry Hamline, of Elfrieda Flowers. He gave an interesting talk and demonstration on flower arranging, using the different mechanics with the new artificial flowers.

Mrs. J. W. Bennick gave a report on our annual bridge benefit that will be held February the third. Proceeds from this will be used for scholarships to the Pharmacy School at the University.

Mrs. J. A. Wolfe introduced the guests: Mrs. Robert Drane, Mrs. Hamlin Briggs, Mrs. Worth Blackman, Mrs. John Marsh, Mrs. R. H. Roughton and Mrs. James G. Dunlap.

The door prizes were won by Mrs. W. A. Stephens and Mrs. Jack Tolar.

Winston-Salem

Our November meeting was held in the home of Mrs. Wade Gilliam with Mrs. Jimmie Way as co-hostess. There were 2[illegible] members present. For the November meeting we conducted an auction sale with each member of the club bringing one or more gifts or items. Each item was auctioned and $63.00 was made. Reports from the committee heads were given. Mrs. Leslie Myers, president, presided.

Greensboro

The October meeting of the Greensboro Drug Auxiliary was held at the Institute of Pharmacy, Chapel Hill, with twenty-five members present. Mrs. Ralph Rogers, state president, and Mrs. I. W. Rose, a past president, were guests.

Following the invocation by Mrs. Li[illegible] Pickard, a buffet luncheon was served. Mrs. W. J. Smith, hostess, was assisted by Mrs. R. W. Jernigan and Mrs. E. A. Brecht.

The business meeting which followed featured a talk by W. J. Smith, who welcomed the group to the Institute, and also spoke on the origin and growth of the state auxiliary. He also thanked the Greensboro women for their support and contributions to both the Institute and the School of Pharmacy.

Mrs. Rogers, who was introduced by Mrs. Winfield Rose, gave a most timely talk on the importance of encouraging high school students to select Pharmacy as a career. She also reported on various activities of the Woman's Auxiliary, and told of plans for the annual convention to be held April 19-21 in Asheville.

Mrs. John Farrington, treasurer, gave a report.

Mrs. Ruby Graham, Chairman of Ways and Means, discussed the benefit bridge party scheduled for November 12th. Each member was asked to sell at least four tickets, and to furnish cards and a table prize for that table.

Mrs. Edith Edmonds asked that dolls to be dressed for the Empty Stocking Fund be delivered to Mrs. Fran Hart, president, by November 10.

Rowan

The Rowan Drug Auxiliary held its November meeting at the Salisbury Country Club with Mrs. Robert Milton and Mrs. Henry Fairley, Jr. as hostesses.

Mrs. M. L. Joye presided in the absence of the president. Mrs. George Albright brought devotions. Mrs. Frank Efird, dressed in a green and wine Scottish outfit she had brought from her recent trip to Europe, showed slides taken during her travels.

Mrs. Milton won the door prize, and in turn presented it to the speaker.

Twelve members were present, in addition to the speaker.

Note from the Auxiliary President

Listening in on the Fifth Annual Meeting of the Governor's Traffic Safety Council in Raleigh on November 21st, was a most enlightening and interesting experience. The

(Concluded on page 587)

Do you have an adequate stock of



for Summer selling?

Never before in our 78-year history have sales expanded so fast on any of our products. Every month Soltice sets new selling records. And that demand will continue to grow this Summer with people asking for Soltice for temporary relief of minor muscular pains, minor sprains and bruises, aching feet, non-poisonous insect bites, and the misery of summer colds.

Do you have an adequate stock of Soltice for Summer selling? If not, mail your order today. It'll get prompt attention.

THE CHATTANOOGA MEDICINE CO.
Chattanooga 9, Tennessee

clearly the purest... clearly the best seller

EVERFRESH

CITRATE of MAGNESIA

In the emerald green bottle customers recognize instantly



- sparkling "lemonade" taste
- perfectly pasteurized and manufactured under strict supervision and controls
- Your wholesale druggist has Everfresh, the standard citrate for 35 years

350 cc size: list price, **$2.45** per dozen. Minimum retail price, **30¢** each.

This price effective in all New England and Mid-Atlantic states

see the difference in purity
see the difference in sales

Everfresh Manufactured by

McCAMBRIDGE & McCAMBRIDGE CO.
6400 Rhode Island Avenue • Riverdale, Maryland

Marriages

Clay-McLamb

Miss Joyce Hope McLamb of Durham and Albert Sidney Clay, Jr., of Oxford, were married October 19, 1958 in Durham. Mr. Clay is a graduate of UNC School of Pharmacy and is now associated with Holloway Street Drug Store, Durham. Mrs. Clay is a Graduate of Watts Hospital School of Nursing and is employed at the Durham V.A. Hospital.

Riggsbee-Cheatham

Miss Nancy Lee Cheatham of Charlotte and Victor Lee Riggsbee, Jr., were married November 15 at the Myers Park Baptist Church, Charlotte. Mr. Riggsbee, a graduate of the University of South Carolina, is associated in business with his father at Hawthorne Pharmacy, Charlotte. Mrs. Riggsbee is a graduate of Converse College.

Births

Michael Douglas O'Daniel

Mr. and Mrs. James S. O'Daniel, Jr. of Hickory are announcing the birth of Michael Douglas, October 27th, weighing 7 lbs, 13 oz. Mr. O'Daniel is in business with his father at the Viewmont Pharmacy, Hickory.

Deborah Lynn Prevo

Mr. and Mrs. James M. Prevo of High Point announce the birth of Deborah Lynn on November 3rd, weighing 7 lbs, 3 oz. Mr. Prevo is pharmacist at Mann's Drug Store #2 of High Point.

Deaths

E. W. O'HANLON

Edward Wilkins O'Hanlon, 88, of Winston-Salem, died November 5. At the time of his death, Mr. O'Hanlon was the oldest living past president (1901-1902) of the N. C. Pharmaceutical Association.

A native of Fayetteville, Mr. O'Hanlon attended the Maryland College of Pharmacy (1890) and had been engaged continuously in retail pharmacy in Winston-Salem since 1891.

An outstanding business, civic and religious leader of Forsyth County, Mr. O'Hanlon was named "Pharmacist of the Year" by the NCPA in 1948. For many years he served as president of the O'Hanlon-Watson Drug Company and a director of the Wachovia Bank & Trust Company. O'Hanlons—the retail store—which Mr. O'Hanlon established, has been a landmark in Winston-Salem for more than fifty years.

Mrs. J. B. Sewell, Jr. returns to pharmacy as an employee of the Joe House Drug Store, Beaufort.

* * *

Now located in Florida, Bernard O. Lockhart is associated with the Touchton Drug Company, 5125 Colonial Drive, Pine Hills, Orlando.

* * *

Now employed by Elson's Drug Store of Enka: Mrs. Carol Eidam.

* * *

Liggett Drug Company of Charlotte has added Frank Sistrunk to its staff of pharmacists.

* * *

About $260 in cash, an undetermined amount of narcotics and a revolver were taken in a late October robbery of the Boonville (NC) Drug Company. Entry was by way of a back window; the store's safe was blown by professionals, the county sheriff said.

Things to Remember

Julian Sheer, in The *Charlotte News*, writes of things he remembers about the corner drug store: The marble-topped tables and wire chairs, white tiled floor with strings from the mop clinging on table legs, the flapping of slow-moving overhead fans and rows of colorful snuff packages.

Franklins Opens PO Station

Franklin's Sedgefield Drug Store of Greensboro has opened a new post office station as a convenience to residents of the area. The station will sell stamps and issue money orders and will accept parcels and registered mail for dispatch. Service will be available from 8:30 A.M. to 5:00 P.M.

Legislative Committee Meets

A joint meeting of the NCPA legislative nd executive committees was held in Chapel ill on November 30. Purpose of the meet- g was to formulate the Association's legis- tive program for 1959.

During a 3-hour session, the joint commit- e considered and approved a number of anges in the State Pharmacy Act. The xt of two bills will be published in the nuary issue of THE CAROLINA JOURNAL OF HARMACY along with appropriate com- ents.

The State Bureau of Investigation has ggested unlawful possession of Ampha- tamines be made a crime. General ap- oval of the idea was voiced by the commit- e, with a final decision to be made after e bill has been drawn.

The Appropriations Committee will be ked to supply an additional $210,000 for uipment for the new pharmacy building; so $90,000 (requested by State Board of igher Education) to complete basement of armacy building.

J. C. Jackson, chairman of the Legisla- e Committee, presided. Ten pharmacists, cluding Secretary McAllister of the Board Pharmacy and W. J. Smith of the NCPA, ere present.

ISTORICAL NOTE

(Continued from page 563)

ncord in the late "Sixties;" then for a ar or two he worked for Dr. T. C. Smith Charlotte after which he returned to ncord and opened his own drug store ich he operated until his death in 1904. was president of the NCPA 1893-1894 d a member of the Board of Pharmacy 96-1900.

CTIVITIES

(Continued from page 575)

a entered retail pharmacy in Selma and the early days in Greensboro when Vick's lve was just getting underway. Some of e background to Vick's diversification pro- am—the acquiring of Merrell, National ug, Lavoris, etc.—was covered by Mr. eyer as well as comments about manage- nt decision involving this company, ich last year did better than 100 million llars of business.

HOWELL HAPPENINGS

(Continued from page 583)

of Miss Alice Noble, advisor, on November 3. The following girls were initiated: Barbara Bell, Statesville; Ann Bills, Valdese; Catherine Bolton, Rich Square; Helen Dunlap, Durham; Jo Anne Hardin, Boone; Scottie Hanna Little, Hickory; Patricia Page, Henderson; Dorothy Reaves, Fayetteville; and Sarah Upchurch, Greenville.

The freshman banquet was held on October 26 in the Pine Room of the Carolina Inn to honor all new women students in the School of Pharmacy.

DOINGS

(Continued from page 585)

group of several hundred was made up of representatives of many state organizations, and the Woman's Auxiliary was privileged to be included.

Appearing on the program were: Governor Luther H. Hodges, Senator J. Spencer Bell of Charlotte, and the chairman, Edward Scheidt, N. C. Commissioner of Motor Vehicles. These gentlemen outlined the aims, purposes, and plans for future legislation on Safety and the organization of Traffic Courts in our state, all of which seemed most progressive.

You'll hear more about this later.

Lucile S. Rogers, President

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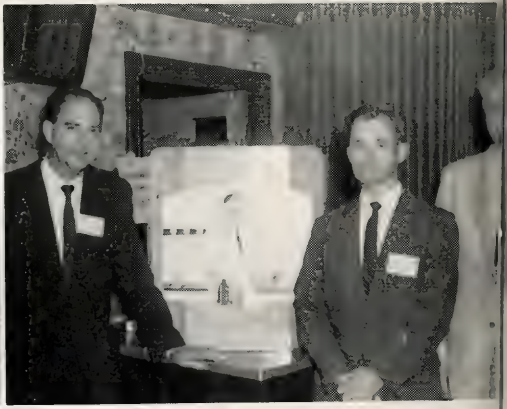


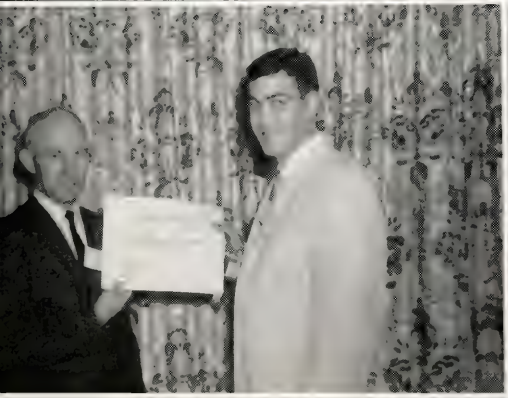





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Carolina Camera

Some of the pictures made during the NCPA District Meetings in Eastern North Carolina appear on the opposite page. The final meeting was held in Lumberton on November 12, thus ending a state-wide program which took President Welch and Secretary Smith from Wilmington to Hendersonville.

Reading from top down, left to right:

1. At the Ahoskie meeting. John Stevenson of Elizabeth City, Mr. Welch; Tom Boone, president of the Northeastern Carolina Pharmaceutical Society; and Dick Bunn of Elizabeth City.

2. President Welch presents Academy of Pharmacy certificate to Claxton Harris of Durham.

3. Some of the pharmacists who attended the Kinston meeting: G. L. Sewell, John Hood, Jr., W. P. Johnson, D. H. Bissett, A. L. Hogan (presided at meeting) and H. C. Paderick.

4. The presiding officer at the Burlington meeting, Graham White, is shown with President Welch. Mr. White is president of the Alamance Pharmaceutical Society.

5. W. A. Morton, president of the Southeastern Pharmaceutical Society and presiding officer at the Wilmington meeting, is shown with Mr. Welch. This picture was made on a ship (Fergus Ark) anchored in the Cape Fear River.

6. At the Burlington meeting (with National Pharmacy Week exhibit in background): Dave Claytor and Marion Edmonds (right) of Greensboro and Ralph P. Rogers, Jr. (center) of Durham.

7. W. R. Adams, Jr. inducted into the Academy of Pharmacy at Wilson meeting. Mr. Adams presided at the Wilson get-together, which, with an attendance of 45 persons, took state honors for best attendance at any of the ten district meetings this fall.

8. At the Lumberton meeting: Cade Brooks (left) of Fayetteville, who was inducted into the Academy of Pharmacy, and Hubert Rogers, the immediate past president of the Robeson County Pharmaceutical Society and presiding officer at district meeting.

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The Hutchins—James & Roscoe

A feature story appearing in a recent issue of *The Winston-Salem Journal-Sentinel* highlighted the careers of two brothers: Pharmacist James Hutchins and his brother, Roscoe.

Natives of Chapel Hill, James A. started his career in pharmacy in Benson 55 years ago at $15 a month; Roscoe joined his brother in Winston-Salem after he opened his first pharmacy.

At one time the brothers operated five retail pharmacies in Winston-Salem. The depression era trimmed the operation to one pharmacy, which a few years ago was moved from a downtown location to its present site on Cloverdale Avenue, near the Baptist Hospital.

The story concludes with this statement: "We've always thought of going back to Chapel Hill—that will always be our home—but we're not going to retire for that."

King to Open in Kinston

W. H. King Drug Company has announced plans to open a wholesale drug operation in Kinston.

A single-story building to contain about 25,000 square feet of space will be constructed. At the beginning of the operation, it is anticipated 20 to 25 persons will be employed.

H. C. Starling, president of W. H. King Drug Company, pointed out that the Kinston operation is being established in order to render quicker service to its customers in the area from Kinston to the coast.

Wilson Fetes OMB

Officials of Owens, Minor & Bodeker, soon to open a wholesale house in Wilson, were honored by the Wilson Industrial Council at a dinner on November 24.

Guest speaker for the occasion was Dr. W. Reece Berryhill, Dean of the School of Medicine, UNC. The dinner was held at the Wilson Country Club.

Returns to Kentucky

Keith E. Marple, former manager of the Walgreen store in Durham, has returned to his home in Kentucky, where he will soon assume management of the Begley Drug Company in Lexington. Begley operates a chain of 17 stores in Kentucky.

John Bias was transferred from Raleigh as manager of the Durham Walgreen store. The pharmacists are William Shelton and C. C. Cannon.

Better Business

Business is on the upgrade in North Carolina. Note this information coming from Colonel Henry Kendall, Chairman of the N. C. Employment Security Commission:

In the past twelve months the Commission has paid out $50 million in claims; as high as $72,000 a week. The employment rate in North Carolina has been up to 8.3% of the total workers; now it is down to 3.7% while the national average is 4.1%.

Toxicology Book Helpful

Dear Mr. Smith:

Find enclosed our check for $16.00 to cover the cost of one copy of Clinical Toxicology of Commercial Products.

I am purchasing this copy for the doctor's library at the local hospital. Several of the local doctors use my copy and services as often as the need arises. They have suggested the library committee of the hospital add this publication to its collection for emergency use when this information is not available from our pharmacy.

—Pharmacist



. . . we send our very best wishes for a happy and joyous holiday season. Truly we have so much to be grateful for that it is difficult to find adequate expression for our feelings. However, as we pause now to count our many blessings we place, first and foremost, at the very top of the list our many friends and customers, and say to you a heartfelt thanks for your help and your patronage. We hope, too, that we have been a good faithful friend to you and promise for the months and years ahead a ceaseless effort to serve better than ever so that we may continue to warrant your confidence and friendship. Again to you and yours our best wishes for a . . .

Merry Christmas and
a Happy and Profitable
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Wishing You

A MERRY CHRISTMAS

It is Christmas Time again and, as the Yuletide Season foretells the passing of another year, we think of those who have helped make that year a more enjoyable one.

If we could, we would grasp your hand, as good friends do, and personally thank you for your share in making 1958 a happier, fuller year for us. Knowing and serving folks like you helps make business a pleasure.

It is a privilege, indeed, to greet you at the Holiday Season—and to wish you and your associates a very MERRY CHRISTMAS AND MANY JOYOUS AND PROSPEROUS NEW YEARS.

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